

MAN 6571

Mr. Day / m  
MAY 4 - 1936

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

MARCH 15, 1936



Halesia Carolina

UNIVERSITY OF CALIFORNIA  
LIBRARY  
BRANCH OF THE  
COLLEGE OF AGRICULTURE

Goods Well Displayed  
Oriental Poppies  
A. A. N. Reorganization

# AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

Published Semi-monthly by

AMERICAN NURSERYMAN  
PUBLISHING CO.

508 S. Dearborn Street,  
Chicago, Ill.

Telephone: Wabash 8194

New York Office—67 West 44th Street  
N. L. Huebsch Tel. Murray Hill 2-4871

Entered as second-class matter December 14,  
1933, at the post-office at Chicago, Ill., under  
the act of March 3, 1879.

SUBSCRIPTION PRICE, \$1.00 per year; out-  
side United States, \$1.50. Single copies, 10c.

ADVERTISING RATES on application. Forms  
close on 10th of month for mid-month issue  
and on 25th of previous month for first-of-  
month issue. If proofs are wanted, copy  
should be on hand one week earlier.

EDITORIAL communications on subjects  
connected with nurseries, arboriculture or  
other phases of commercial horticulture are  
welcomed by the editor. Also articles on the  
subjects and papers prepared for conventions  
of nursery associations.

## LETTERS FROM READERS.

The increased interest of subscribers in the columns of *The American Nurseryman* is a gratifying indication that the editorial contents are really meeting their problems. Wider scope follows the presentation of a greater number of views. So the letters from readers add value to these pages. In this issue are long and carefully prepared contributions from readers referring to articles published in the February 15 issue, on trucking nursery stock and on "made-to-order" fruit trees. They add to our ideas and knowledge. Such letters are welcome.

## REORGANIZATION PLANS.

The executive committee of the American Association of Nurserymen has authorized the release of two revisions of the plan proposed by John Surtees for the reorganization of the national body. These plans are published in this issue of *The American Nurseryman*, together with an explanation by President Miles Bryant of the reasons for the various proposals contained in the plans.

President Bryant states that the committee does not believe a solution of the matter has been reached, but hopes that the release of these plans now may develop some constructive criticism which will help the committee in working out the details of a better plan to be presented at the convention in Dallas next July.

In the proposed reorganization two objects seem paramount, one to de-

velop an association which will serve the industry most thoroughly and effectively and the other to form the organization in such manner as to attract the widest and most representative membership of the trade.

To attain those objects, the committee would appear to have done well in releasing the plans thus early. Members and prospective members of the national association have time to point out any deterrent features. By revising the plans so as to meet the largest number of criticisms, the committee should be able to present at Dallas a workable basis for formation of an association which will be truly national in scope and thoroughly representative of the whole industry.

## MARKETING AGREEMENTS.

Announcement came last month from Washington that continuance of the program relating to marketing agreements was assured by the comptroller general's ruling clarifying the status of appropriations for administrative expenses of the A. A. A. in the light of the Supreme court's decision on processing taxes and production control. In the opinion of the Department of Agriculture, the Supreme court's decision did not involve those provisions of the agricultural adjustment act concerning marketing agreements and orders. Thirteen marketing agreements and twelve licenses are in effect for shippers of fruits and vegetables.

Chester C. Davis, A. A. A. administrator, explained that marketing agreements and orders "operate under permissive legislation; permissive in that no marketing agreement and order can be put into effect without the approval of at least two-thirds of the producers affected. In that respect we have no mandate to go into a marketing area and establish a program. Therefore, whether a marketing agreement and order are made effective for an area depends entirely upon the desires of the industry itself."

Marketing agreements as to nursery stock thus far have been established under state legislation. While therefore not directly affected, their status is indicated by the statement of the A. A. A. administrator.

## The Mirror of the Trade

### HALESIA CAROLINA.

*Halesia carolina* (tetraptera), illustrated on the front cover, is a small flowering tree that deserves much more attention than it has ever received. There appears to be no good reason why this plant cannot be used much more widely, though it is not dependably hardy in the northernmost part of the country. In sections where its use is questionable, give the tree a sheltered spot in the sun and preferably a rich well drained soil. Otherwise, there is little limitation to its use.

The silver-bell tree, or great silver-bell, as it is most frequently referred to in the trade, produces a profusion of glistening bell-shaped flowers on the spreading branches in early May in the latitude of Chicago. Farther south April is the normal blooming time. The flowers precede the leaves or open before the latter are fully developed. An irregular outline is characteristic of the plant.

This *halesia* rarely attains a height of forty feet, but mature specimens up to thirty feet are more frequently seen. The plant can be propagated in a number of ways—from seeds, root cuttings made in spring or fall, layers or green-wood cuttings taken from forced plants. Layering is the method often employed in this country.

Sowing the seeds as soon as ripe or storing them moist until planting time was the usual recommendation prior to L. C. Chadwick's recent article on seed stratification practices in *The American Nurseryman*. The procedure he advised is to clean the seeds and store them dry until October or November, sow them in flats in the greenhouse in a temperature of 70 to 80 degrees for thirty to ninety days and place the flats in a temperature just above freezing—32 to 41 degrees—for 150 to 210 days. Transferring the flats to a board-covered coldframe after the warm treatment has proved satisfactory.

The great silver-bell transplants easily, too, so that when the plant's fine characteristics are better known by the home gardener, this little tree will undoubtedly come into its own. Stock is carried by most of the large nurseries in this country.

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

**The Chief Exponent of the American Nursery Trade**

*The Nurseryman's Forte:  
To Make America More Beautiful and Fruitful*

VOL. LXIII

MARCH 15, 1936

No. 6

## Goods Well Displayed Are Half Sold

*How Attractive Nursery Display Grounds Promote Sales, Told  
by Ernest Haysler, of Cloverset Flower Farm, Kansas City, Mo.*

Some great business man (it sounds like Benjamin Franklin to me) once made this very wise statement: "Goods well displayed are half sold." A. T. Stewart, the great New York dry goods man, in addressing a meeting of his clerks, once said, "The man who gets the money is the business man, and all you other fellows are just clerks," meaning, of course, that the clerk who makes the sale is the business man. The president of one of our biggest Kansas City stores told me that, excepting the officers and buyers of his store, the highest paid men in his employ, and the most valuable men, are his window dressers, whose business is to produce such at-

tractive displays of the store's wares that the passer-by will be attracted to these displays and naturally stop to see them and eventually come into the store.

Every storekeeper knows that the first requisite to making a sale is to get the prospective buyer into the store. After that is done, the balance is easy. The dry goods merchant, the grocer, the druggist and every other business man, even down the line to the shoe-shining parlor proprietor, realize the value of a fine display, both in the show windows and in the interior. That's why the bootblack has marble stands for his chairs and why his chairs are trimmed

in shining brass. The whole business world knows the value of beautiful fixtures and beautiful displays to coax the possible buyer to come in and look around, and the value of these beautiful surroundings in furthering the sale of the goods offered. Many of these stores even borrow from florists or nurserymen their blooming plants or blooming shrubs to enhance the beauty of displays.

In our city at Easter time, many Easter lilies help decorate the displays of spring merchandise, and at Christmas time it is a common sight to see, along with the other holiday items, the flaming red poinsettias. Flowers are admired and loved by even the



One of the Gardens That Help Sell Roses at the Cloverset Flower Farm.

meanest men and women and bring peace and banish worry wherever they are seen.

### Show Your Own.

Why, then, with all the unlimited resources of the nurseryman in the way of flowering roses, shrubs and vines, does he not be the leader in making his nursery, or at least his sales yard, the most beautiful spot in his neighborhood? He usually has ground enough, he certainly has the proper goods to make a beautiful display, but, sad to say, the nursery sales yard in most cases consists of some vacant lot with row after row of heeled-in nursery stock and a little shack to serve as an office and to protect the nurseryman from the rain and wind in bad weather.

To reach our nursery at Cloverset Farm, which is located three miles south of the city limits of Kansas City, Mo., on Broadway, one of the principal residence streets leading through the city, visitors must pass two greenhouses and one nursery sales yard before they arrive at our location, which is nine miles from the heart of the city. Now, in order to have our visitors start out from home and come to our display grounds without even seeing our competitors' greenhouses or sales yards, we realize we must make our display so really beautiful as to completely obscure our neighbors in the minds of our visitors. So with this idea in mind, we have landscaped our nursery and provided rock roads, rose gardens, rock gardens and small sample gardens and have used hundreds of beautiful evergreens and shrubs, trees and vines to make this the most beautiful spot about Kansas City.

### Drawing the Visitors.

Our nursery lies on top of one of the highest hills in Jackson county and commands a wonderful view of the Indian Creek valley, the Blue valley and the Missouri river hills. The view from our rose gardens is in itself an attraction that brings hundreds of visitors every year. Our ground, being on a hill, washes badly and is therefore unsuited for nursery purposes, but we overcame this objection by growing all our small stock in our pots and in frames. And growing it in pots, we have it at all times; so it can be sold during the spring, summer and fall. Our rose gardens take

up about two acres and are laid out with winding paths, hedges and climbing roses on trellises and pergolas. Our rose and other shows, which we put on during the spring, summer and fall, depending on what plants are in bloom, bring thousands of visitors to our nursery. Two acres of parking space takes care of the cars, and during the busy Sundays in May and June, three traffic "cops" take care of the traffic. Our entrance is on Broadway and the exit is on 105th street. A winding rock road through the evergreens in our nursery compels each visitor to see the fine trees we are growing, and signs at convenient turns invite the visitor to "stop your car just a minute and see the wonderful evergreens we grow here." We furnish park benches and ladies' rest rooms and try to make our visitors comfortable. With a system of flood lights, which are turned on at dusk during our busy season, we light up our gardens every night, permitting us to serve hundreds who cannot come in daytime.

We realize the value of a beautiful display in our greenhouses, our rose gardens, our rock gardens and all through our business, and that "goods well displayed are half sold." We sell thousands of roses and other nursery plants to visitors who came only to see and with no thought of buying. Our clerks are trained to be courteous and patient. We believe that "the man who makes the sale is the business man." With our beautiful display, good merchandise and

quick service, we enjoy the grand sight of our roses and shrubs waving good-by to us as they go out our gate in our customers' cars, and we also enjoy the tingling of the customers' money in our cash register.

### HARRY FRANKLIN BAKER.

Harry Franklin Baker, president of the Twin City Nurserymen's Association, turned to horticultural pursuits after tuition and service in other lines of endeavor. In 1912 he gave full attention to what had been a hobby of plant growing and in the intervening years has firmly established a florists' and landscape business. The Baker flower shop is conducted in Minneapolis, while the nursery establishment is located in Rosetown, St. Paul.

After studying mining engineering at the University of Minnesota, Mr. Baker followed mining in Alaska and then the grain business for about fifteen years. While still a grain merchant, he developed an interest in flowers and plants. Not feeling that he could afford to purchase all the new varieties he read about, he decided to make his hobby pay for itself and therefore began to sell in wholesale channels the flowers he grew. Being successful in this venture, he attained a reputation among his acquaintances and was sought increasingly for planting advice by friends who wished to improve their home grounds. Eventually he was led to subscribe to a correspondence course in landscaping.

Mr. Baker's business grew. A chicken house was converted into a greenhouse. Instead of just the rear part of his home lot, he utilized a tract of eight acres between Minneapolis and St. Paul. In 1912 he left the grain business and devoted his full time to landscaping.

Shortly after 1912 the Twin City Nurserymen's Association was organized by the late Mr. Reed, of Holm & Olson, Inc.; John Hawkins, of the Rose Hill Nursery; Mr. Meyers, of the park board staff; the late C. N. Ruedlinger, and Mr. Baker. Mr. Reed was the first president, and Mr. Baker was secretary-treasurer. The association has since grown in numbers and influence, accomplishing many fine things for the industry. Mr. Baker is also a member of the Rotary Club.



Harry Franklin Baker.

# Oriental Poppies

*Propagation Methods, Field Cultivation and the Leading Varieties  
Discussed by H. T. Beckman, of Auglaize Gardens, Van Wert, Ohio*

The oriental poppy is not by any means a new flower to the nurseryman, but the introduction in recent years of many varieties of larger size, better color and longer keeping quality as a cut flower has won for it greater attention from the plant-buying public. The chief objection formerly made to oriental poppies was that their color was so bright that it was difficult to plant them with other flowers. Many of the newer shades blend well with other flowers, so that this claim no longer holds, and a greater knowledge of how to arrange plantings has resulted in a more extensive use of some of the strong colors.

Among the several hundred varieties now available some, of course, are better than others, are easier to grow, will transplant better, have better and clearer colors and will last longer as cut flowers. The choice of varieties made in this article is the result of a number of years' work with these plants and the experience gained in selling them to the public. Of course, it represents only the experience of one firm, and in other locations other varieties may do as well and may be preferred by the buyers.

## Propagation.

Our method of propagating probably does not differ much from that used by most nurseries. The cuttings are made early in the fall, if possible during the middle or latter part of August. They are made rather short, shorter perhaps than in most nurseries, being about one and one-half inches long. This is a matter of convenience rather than anything else, as the short cuttings are handled more easily than the longer ones. If the stock used is strong and healthy, the short cuttings are not any more difficult to handle and the plants produced from them are no slower in developing than if the cuttings are long, and they give a superior and better shaped plant for digging in two years when they are ready to take up for marketing. If the cutting used is of considerable length, the new roots which are formed will usually be quite deep in the ground, and when the plants are dug, a great many of the lateral roots will

be broken off, so that the customer receives only the one big central root with the crown on top and perhaps a few short lateral roots. When a shorter cutting is used, the customer receives more lateral roots and a stronger and better plant; also, the finished plant when marketed is not of excessive length, making it easier to handle in packing as well as easier for the customer to plant.

Many different ways of growing the cuttings have been tried. They have been planted in the open ground, trusting more or less to luck for their coming through. If weather conditions were favorable, this worked out well, but if weather conditions were unfavorable—that is, if there were much freezing and thawing during the winter—the loss was tremendous. Auglaize Gardens are not equipped with greenhouses, and so the method of carrying the cuttings over the winter in a greenhouse, which is used by many growers, cannot be followed, and a method in which a greenhouse is not required had to be developed. At the present time coldframes answer the purpose well. The cuttings are first packed in bundles and allowed to produce crowns in a mixture of sand and garden soil. This is kept rather damp in a shady location. After the cuttings in these bundles have started to form new crowns, they are lifted, and each cutting is individually planted in a dirt band. The flats with these bands are then carried over winter in the coldframes. The cuttings grow well in these frames and give little trouble with heaving during the winter. When they are once frozen up, they are given some protection so that they do not thaw out during periods of moderate weather.

These cuttings are planted in the field as early in the spring as can conveniently be done, and experience has shown that better than ninety-eight per cent of them will take hold promptly and grow along in fine shape. Usually these plants are ready for the market the second summer and will produce during that year in the neighborhood of three to ten flowers, depending more or less upon the variety.

We sell only 2-year-old field-grown plants. No potted cuttings are shipped

in the spring, for these cuttings in the hands of the average amateur gardener fail to grow and there is often a ninety-five per cent loss. The average gardener is not satisfied with such results, and so it seems poor policy to sell cuttings at this stage and have dissatisfied customers. Of course, the field-grown plants cost more to produce than the cuttings and naturally the price for the former is higher, but for the amateur gardener they are the better buy in the long run.

The commercial grower no doubt can handle the cuttings satisfactorily, but this is not the case with the average home gardener, and in speaking of customers, reference to the home gardener is meant in all cases.

Even if every effort is made to keep the stock true and to prevent any mix-up in handling the plants, nevertheless it is advisable to check over the plants while they are in bloom to determine if there are any errors, and by selling 2-year-old plants the opportunity is given to observe each and every plant in bloom and thus be sure that the customer is receiving the particular variety which he desires.

## Cultivation.

The care of the plant in the field after it has been planted in the spring is merely a matter of clean culture. The fields are kept clean, and the seed pods are trimmed from all plants which are fertile. On some varieties, such as Lulu A. Neeley, which are sterile, it is not necessary to do this. In trimming these seed pods, the stems are cut directly under the pod; the leaves and the old stem are left on the plants until digging time. This is of considerable help in locating the plants when you want to dig them before the new green leaves are visible in the fall and it in no way harms the plants, although it does leave a rather untidy-looking field during a large part of the summer. The added convenience of locating the plants quickly and being able to dig them without damage more than compensates for the somewhat messy-looking fields for a couple of months.

In winter the greatest difficulty with oriental poppies is the danger of water's standing over them or near them and

the liability of the crowns' being pulled off by sudden or quick changes in temperature. At Van Wert there is often quite warm weather for several days during January and February, with the result that the frost is out of the ground for a considerable distance down; sometimes it is entirely out. Then there may be a sudden and quick change in the temperature, with the result that overnight the ground will freeze for an inch or two. This may happen for several nights in succession, and during weather of this character there is considerable likelihood of the crowns' being pulled off, and then the moisture in the ground is sure death to the plants. As a precaution, shortly before the ground freezes, a furrow is plowed with a shovel plow between the rows in which the poppies are planted, and then the soil is lightly raked over the poppies in the rows, covering them an inch or more. The furrows take most of the surplus water off the land, leaving little moisture around the plants to cause trouble and to cause the crowns to rot. The soil covers the poppies rather deeply, as they are planted about two inches deep, and this depth of covering is sufficient to protect the crowns from the overnight freezes that often occur. Sometimes it is necessary to rake some of this soil off in the early spring, but if there have been any hard rains, much of the soil has been washed back into the furrow that was made in the fall, so that it is not always necessary to rake it off. However, the extra work necessitated in removing the dirt is more than compensated for by the much larger percentage of plants which will pull through the winter in a satisfactory way.

No other winter protection is used, no leaves nor straw. Leaves have a tendency to rot the crowns unless they are lightly and carefully put on. Straw, on the other hand, has been found to be a regular haven for field mice, as these little pests seem to think that the green leaves and crowns of the poppies are the finest delicacy they can find during the winter.

#### Varieties.

The choice of varieties is largely a matter of personal opinion. Of course, some varieties have much clearer color, have much better substance, are longer bloomers or are better cut flowers than others. Some are hard to propagate; others do not last long, and some of the plants will do fine for a year or two

and then disappear. All of these things should be considered when selecting the varieties of poppies which a nursery offers. Experience has shown that one of the primary demands in the poppy is size, and Auglaize Gardens offer in their list almost exclusively varieties of considerable size. There are some small, low-growing poppies which are good subjects for border planting, but the public does not seem to be much interested in that type.

In the selection of varieties which are listed below, the grouping we use in our catalogue has been followed. Group No. 1 includes those poppies which experience has shown are satisfactory all-round garden flowers. That is, most of the varieties which are included are sufficiently different that a person making a selection from this list would have variety in his plants. Most of Dr. Neeley's seedlings, of which we are exclusive introducers, are included in this list. All of these are fine flowers and an improvement upon varieties which were on the market previously.

In the No. 2 list are included varieties which have not been sufficiently and thoroughly tried out to determine whether or not they can be recommended in every respect, but some of which no doubt after they have been grown a few years will be included in the No. 1 list as being worth while, distinctive and outstanding. Furthermore, in this list are a number of the older varieties which have been superseded by newer ones of better quality, although somewhat similar in color and form. This list also includes varieties which are so similar that it would take an expert to tell them apart.

Many nurseries make the mistake of listing too many oriental poppies, because the difference between the varieties is too slight to warrant their use in the same garden. To be true, if your list is short and confined to only the very best, many people will think your stock is limited and that they will not have the selection they should, so that somewhat in self-defense a nurseryman will list more varieties than he wishes, feeling there is nothing else for him to do.

#### Red Poppies.

Although there is much interest in pink and odd shades, the red oriental poppies are still in the greatest demand. This is no doubt due to the facts that the red poppy has been de-

### AMERICAN NURSERYMAN

veloped to a greater degree of perfection than the other colors and that there are more really fine varieties available in that color than in any of the others. Several years ago the three varieties, Wurtembergia, Lulu A. Neeley and Trilby, which are mentioned in their order of blooming, were considered the "big three" in oriental poppies. If such a list were to be made up today, it would probably have to be changed to some extent; at least, some other varieties would have to be added if none of these were dropped.

Wurtembergia is an old favorite and merits all the praise it has received. It is cerise scarlet, is a prolific bloomer and produces flowers of immense size. For many years it was considered the finest of our red oriental poppies and was the most popular.

Now, however, the variety Cavalier, from Dr. Neeley, has superseded Wurtembergia to some extent and when cheaper may quite largely replace it. The color of Cavalier is similar to that of Wurtembergia; its flowers average a little larger and have somewhat better substance; it is fully as good a cut flower, if not somewhat better, and it is a more prolific bloomer, although Wurtembergia is good in that respect.

Lulu A. Neeley, the second of the "big three," has for years been called the finest oriental poppy in the world, and with the exception of one characteristic, it no doubt can qualify for this remarkable distinction. The color has been variously described as deep red or Nopal red, but probably fits in somewhere between red and carmine according to Ridgeway's chart. The substance of this flower is remarkable; it is a sure bloomer on stems of good height and a prolific producer of flowers. As a cut flower it probably is the best poppy today. Its one fault, if it is a fault, is that it is of medium size, but it is sufficiently large to be exceptionally attractive and is worthy of all the praise it has received.

Beacon Flame, another variety introduced by Dr. Neeley, is similar to Lulu A. Neeley, almost its duplicate except that it blooms about a week earlier.

Australia is a new poppy, introduced from Australia several years ago. It is somewhat the color of Lulu A. Neeley, a little bit lighter, but has a larger flower, carried on a longer stem. It does not have quite

the substance of Lulu A. Neeley, but closely approaches it and has shown in the few years it has been grown in this country that it is one of the outstanding red poppies. It blooms at about the same time as Lulu A. Neeley, does not rank quite so high as a cut flower, but still is good.

Trilby, the third of the "big three," is almost the last poppy to bloom. It has a distinctive pleated effect, which it holds throughout the entire life of the flower, in this way differing from many of the poppies which open up as though they were a piece of crinkled tissue paper, but soon smooth out. The true stock of Trilby is scarce, and many plants have been sold as Trilby that are not this variety. This is one point that must be watched in purchasing it. The flower is between *Wurtembergia* and Lulu A. Neeley in size, a reasonably good keeper and of good substance. It is tall and a deep dark rich scarlet red. It differs sufficiently in color from any of the others mentioned that it should be added to all collections of red poppies, even if it were not a late-blooming variety which considerably extends the season.

These five poppies might be said to form the backbone of any collection of red varieties and should be in all lists of nurseries offering poppies.

In addition, there are a number of others which have considerable merit and which should be considered. Among these is Mandarin, a gorgeous Chinese, or Mandarin red poppy, with large flowers. The flower is well held and of good substance. It has the outstanding feature of having no blotch on established plants, although young plants often show this blotch in the base of their petals. It is a good bloomer. Others are Flanders, a popular deep crimson; Empress of India, a wonderful deep red flower, still quite scarce; Proserpine, an early-blooming crimson, which when well grown is a real rival for *Wurtembergia* and should not be overlooked. It is a popular flower, is low in price and for garden use is well worth while. It lacks the substance of *Wurtembergia* and as a cut flower is almost worthless. Among some of the lower-priced reds which are still good might be mentioned Grossfurst, a medium-size flower of deep crimson with coal-black spots, and Welcome,

a deep scarlet with a black center, a shaggy-looking flower.

There is a group of freakish poppies which are popular with some people. This group shows a distinct characteristic of laciniated petals. The most prominent of these is the orange scarlet Lord Lambourne. On established plants the first flowers of this variety to open are distinctly laciniated, but the later flowers do not show this to such a great degree and often on young plants this characteristic is entirely missing. King George is another variety of similar characteristic; it is somewhat deeper in color than Lord Lambourne and appeals to me to a greater extent.

#### Pink Varieties.

In the pink group we have three old favorites, all similar in color, any one of which can be used in almost any planting. These are Mrs. Perry, Edna Perry and Jeannie Mawson. They are all about medium height; the flowers are medium size, somewhat larger than Lulu A. Neeley. All are prolific bloomers, have a fairly long season of bloom and are so similar that they are hard to distinguish. Mrs. Perry has a slightly deeper cast than the other two, which is quite apparent if you happen to look down a long row of these flowers, but which is difficult to distinguish on individual flowers. Jeannie Mawson opens about four or five days later than the others. These varieties have been in commerce for a number of years, are low in price and have good characteristics, so that they are well worth while. They are by no means perfection for a flower of this type and in time will probably be supplanted by better and larger varieties.

Princess Ena is a tall pink which has received much publicity and is a popular flower. Other pinks which are worth while considering, but perhaps are not quite so well known, include Sass Pink, a fine large flower of a flesh shade with purplish black blotches. This is an attractive flower and when better known will no doubt be quite in demand. Then there is Sturtevant Pink Hybrid, an unusually deep pink shade. We should also include Watteau, a flesh coral pink, perhaps classified as shrimp-pink by Ridgeway. The flowers of this variety are small, but it is a prolific bloomer, a low-growing plant and a fine poppy for border planting. Babs, glowing salmon rose, and May Sadler, geranium-pink, are both good and not high-priced.

For some time there has been interest in flowers without blotches or spots. One of the earlier newer varieties of this type is Purity, a seedling from Dr. Neeley. This is a soft pink without any trace of a spot or blotch and is an attractive flower. It is, however, only of medium size, but the color is one that blends well with other plantings.

Two of the newest poppies which were introduced by Dr. Neeley are Mary Jane Miller, named in honor of his mother, and Echo. Mary Jane Miller is the last plant he released before his death, and many people who are competent to judge have declared it to be the finest of pink oriental poppies. Dr. Neeley went even a little further than this, as he said that he considered it the finest poppy he had ever produced. The color is an intense geranium-pink, and the plant is an early and prolific bloomer. It produces more flowers per plant than most poppies and certainly is outstanding in the quality of its flowers. They are immense, almost rivaling *Wurtembergia*, and so many of them are produced that even one plant is a garden display in itself. It is one of the first flowers to open, and it seems to be absolutely hardy and to have all of the properties that go to make a desirable plant. The flowers are of good substance, on strong, straight stems, and fine for cutting. This variety is not well known yet and is not being grown today by many nurseries, because of its newness and its high price, but when it is better known I have no hesitancy in predicting that it will be considered one of the two or three finest pink oriental poppies in the world. This is a rather strong statement to make, perhaps, but when you see it you will agree with me, I am sure. It is a good propagator and a strong, healthy plant and seems to do well under all circumstances.

If I were to be limited to one pink poppy in my garden, my choice would be Echo. To me this flower has an appeal not made by any other pink oriental poppy. It is a light silvery pink, with a maroon blotch, quite light at the edge and shading to a slightly deeper color at the center. The entire effect of this flower is as though it were covered with a sheet of frost. The petals are pleated, and the color combination is exceptionally attractive. This plant is of medium height; the flower is of good size, but not so large as Mary Jane Miller. Echo has all the properties of a good poppy, being a

strong grower and a reliable opener, with good lasting quality on the plant, and is fine as a cut flower, though not quite so good as Lulu A. Neeley.

Another member of this group is June Delight, a variety introduced by Dr. Neeley several years ago. It is a silvery pink color, tall, large and of excellent substance and is in every way worthy to be ranked with Mary Jane Miller in quality. It is not quite so large, but a distinctly different color, so that it has a place in every planting. This variety is a slow propagator, which is the reason that it has not become better known in the several years it has been in commerce, and when the stock is more widely held, this plant will take its place where it properly belongs—among the outstanding pink poppies.

#### Orange and Yellow.

In the orange and yellow group we come to a peculiar situation. There are many poppies which are orange or scarlet orange, all of them much alike, varying somewhat in the size and color of their blotches or the shade of their petals. Few of them have any great clarity of color, being rather muddy and dirty. Most of the seedlings which amateur gardeners try to grow revert to this particular color and are so unsatisfactory that they are not much of a credit to the poppy world. However, in the past few years there have been two orange and yellow poppies introduced which are much better than most of them. One of these, Ophir Gold, or Gold of Ophir, a distinct golden orange, is the first of its type. This has a much clearer color and much better substance than any flower at all resembling it which has yet appeared. It has a large flower, held on fairly tall stems, and is a vigorous grower—perhaps not perfection yet in its class, but a big step forward.

Flashy Glow is somewhat more yellow in color, but otherwise has many of the good qualities that distinguish Ophir Gold. The color is not clear by any means, but is such a big improvement over that of some older varieties and so many seedlings we see that it can at the present time be classified as a good yellow poppy. The shade is rather deep, has a slight tendency toward orange and is not a canary yellow.

#### White.

In the white group the old favorite is Perry's White. Its flower is of me-

dium size, with fairly good stems and reasonable substance. Unfortunately, however, this plant has the habit of dying after a few years. We have seen many cases where a plant of this variety would grow vigorously for a year or two and then completely disappear. The plant seems to lack vitality and the vigor necessary to carry it over a reasonable lifetime.

For this reason we are inclined to substitute for it the variety Perry's Blush. When this variety first opens it has a faint pink blush, but in the sun this disappears within an hour or so, and while not an absolutely pure white, it is almost as clear as that of Perry's White.

Silver Queen is a low-growing poppy, practically a dwarf, for use in the border similar to Watteau. It is a sort of silvery shade and combines well with other colors. Some of the other newer whites are Barr's White, with a slight rosy purple sheen, and Field Marshal General Von der Goltz, a variety recently introduced from Germany, with a deep maroon blotch. This poppy has received considerable publicity as being exceptionally large and the long-desired white poppy. Up to the present time our experience with this variety has not been such that we can indorse it to that extent; perhaps more experience with it will cause us to change our opinion. Thora Perry is another comparative newcomer. It has small white flowers on slender stems and is said to be an exceptionally fine cut variety.

There is much room for improvement among the white poppies. None of them have the clarity of Perry's White, but some of them have a much better constitution and perhaps are more desirable. We are still waiting for some hybridizer to produce a really fine outstanding white poppy.

#### Lavender and Odd Shades.

In addition to these varieties of clearly defined color grouping, there is an odd group, including some of lavender and other shades which are difficult to classify. An old favorite of this group is Masterpiece. When this flower first opens it is a beautiful lilac pink. However, it has the unfortunate habit of not opening perfectly; the flowers are apt to be lopsided, and some of the petals fail to open at all. Furthermore, after it has been exposed to the sun for as much as an hour or two, it begins to fade rapidly, and after a half-day of exposure to the sun the

color may be likened to nothing other than that of a dirty mop. Yet, in spite of these disadvantages—all of which we clearly state in our catalogue—the flower has been popular and we have never been able to raise enough stock to meet the demand. In semi-shade it will hold its color somewhat better than in the full sun. This applies to most of the varieties of this group.

A considerable improvement over Masterpiece is Enchantress. It is always a sure opener. It holds its color 100 per cent better, but is not entirely fade-proof. However, it is so nearly so that the flower does not become unattractive as it ages. This variety will perhaps entirely replace Masterpiece when it is better known and its price is lower. At the present time it is the outstanding rose lilac poppy.

Wunderkind is a fine poppy, of the color termed begonia-rose by Ridgeway. It is a sturdy grower, with flowers of good size that hold their color well. It is one of the newer things which have been popular. Negrillon is called Bordeaux and lavender. Harmony has been described both as deep rose and deep mahogany. Henri Cayeux is usually called Burgundy or old rose shading into Burgundy.

Then there is the group that is known under the name of Strobart. We have seen various poppies called Mr. Strobart, Mrs. Strobart, Mrs. H. G. Strobart, Mr. G. W. Strobart and one or two other variations, all of which seem to be similar—they may be the same plant. These have been variously described as soft old rose, rose cerise and similar colors. Most of these plants are somewhat difficult to handle. They are all poor propagators and do not hold their colors well in the sun, but are all interesting and give an indication of what we may expect in oriental poppies sometime in the near future. At the present time we do not feel that these Strobart varieties are sufficiently good that we can whole-heartedly indorse them; however, within certain limits they probably should be on all lists.

One other variety should be mentioned, Mahony. Mahogany describes the color of this flower pretty well when it first opens. Unfortunately, like some of the lavender shades, it fails to hold its color in the sun. The hybridizer who can give us Mahony of good substance and fairly good size that will hold its color will have per-

(Concluded on page 11.)

TH  
which  
scribe  
in gar  
woul  
Just c  
can tr  
in the  
confir  
moun  
level a  
tic reg  
This  
tufted  
high  
ally v  
leaves  
incons  
grower  
ness a  
leaves  
small  
are bo  
coming  
value  
pears  
ter tha  
secure  
not an  
garden  
It con  
which  
propag

I ha  
thusias  
is diffi  
longs t  
that re  
cold.  
species  
howeve  
Aizoon  
the true  
is num  
type.  
found  
through  
includi  
altitude  
of natu  
great n  
is not  
cussion  
except  
of is pr  
In the m

# More Native Plants for the Garden

*Concluding Discussion of Lesser Known Varieties of Native Plants That Are Useful in the Garden, by C. W. Wood*

The small crucifers, smelowskias, of which there are about ten species described in literature, are little known in gardens, and probably most of them would have little to offer the gardener. Just one species is available in American trade so far as I know. In its range in the United States, it appears to be confined to the high peaks of western mountains, but reaches close to sea level as it travels northward to the arctic regions of North America and Asia. This species, *S. calycina*, is a small, tufted plant, growing about six inches high under eastern conditions, generally with gray, tomentose, pinnatifid leaves. The matter of foliage is rather inconstant, for some plants in most lots grown from seeds will show little grayness and occasionally one gets entire leaves instead of the divided ones. The small white or very pale pink flowers are borne in clusters, many short spikes coming from each clump. The greatest value of the plant to the gardener appears to be its silvery foliage, a matter that may require some selection to secure a maximum in that line. It is not an easy plant to grow in lowland gardens unless it is given a wet moraine. It comes quite readily from seeds, which seem to be the best means of propagation.

## American Saxifrages.

I have never been able to get enthusiastic about a plant just because it is difficult to grow or because it belongs to a family of "blue bloods." For that reason, many saxifrages leave me cold. And a number of American species are in that category. Not so, however, *Saxifraga caespitosa* and *S. aizoon*. The first of these is one of the true mossies and, with *S. decipiens*, is numbered among the easiest of the type. *S. caespitosa* in some form is found in most of the high places throughout the northern hemisphere, including those of latitude as well as altitude. That means a wide variety of natural material in addition to the great number of garden varieties. It is not necessary to enter into a discussion here of these numberless forms except to say that any you get hold of is pretty sure to be worth growing. In the middle west the plant seems best

in part shade, as on the north side of a rock or in the shade of an open-headed tree, but not where it will get the drip of overhanging branches. It also needs a well drained soil and moisture at the roots. Under nursery conditions it does well in a lath house or frame.

That cosmopolitan incrusting species, *S. aizoon*, is found throughout Europe, wandering into arctic regions and down the eastern side of North America to the northernmost peaks of the Appalachians. Among these incrusting kinds we find our most willing saxifrages, and it is to them that the beginner may look with confidence for his first success. Instructions for incrusting saxifrage culture call for an alkaline soil that is well drained and holds no excess moisture and for full sun. Experience in northern Michigan leads me to think that none of the alpine species can stand the heat of a midwest summer; so some shade is contrived for the middle of the day. Lath shade is ideal for these saxifrages when they are being grown in pots on a commercial scale.

## Asters.

The aster is such a large genus and good species are so abundant in America that it would not be possible to do justice to them in the short space available here. In connection with our present subject, I would like, however, to direct attention to two western species which deserve a place in eastern gardens. One of these, *Aster Canbyi*, comes from the high meadows of the Rocky mountains. If given a moist, acid soil in the east, it grows about a foot high, producing its rosy flowers in June. It varies somewhat when grown from seed and it is not hard to see some improved forms—improved in color and shape of flower—after a few years of careful selection. When this aster becomes better known in the east, it will surely become popular among rock gardeners.

From the Yosemite comes another beautiful aster in *A. Andersonii*. This is somewhat variable in stature, the height depending largely on the fertility of the growing medium. It made its best appearance for me in a rather

lean soil that was well drained and there made a squat little plant of grass-like leaves and beautiful purple flowers, large (an inch or so across) for the size of the plant.

On second thought, another western species of outstanding beauty will be included in this list. *Aster foliaceus* comes from moist spots in the high mountains from Alaska to California, but is not difficult of culture in the east if given similar treatment. The first time I had the plant it was lost during its second year through lack of knowledge of its requirements, but subsequent trials showed it not too hard for the average gardener under the conditions named here. It grows a foot or more high, producing a beautiful display of large (about two inches) flowers in shades of lavender, the inflorescence being in neat pyramids. All of these asters come quite readily from fall-sown seeds and may be multiplied freely by division. As a matter of fact, vegetative reproduction is generally to be preferred among asters if trueness to type is desired.

## Crassina.

Two crassinias, *C. grandiflora* and *C. pumila*, are known to me. The latter appears to have little garden value, being rather drab and unsightly, but the other, which has something of the appearance of a tiny yellow zinnia, is a really worth-while plant. Coming from dry mountain sides, it should not be hard to grow in the east, but it has been quite short-lived here in northern Michigan. It may be that it is not hardy enough to stand 30 or 40 degrees below zero, though I suspect it was affected by late winter dampness more than the cold. And I have since learned that it requires a soil containing much lime. Its ornamental value is found in its flowers.

## Lewisia Rediviva.

In the bitterroot, *Lewisia rediviva*, we have one of the most spectacular of small native plants, its pink or white flowers, like water lilies, as much as three inches across and on stems less than that many inches tall being entirely unexpected on a plant of its type. The other outstanding lewisias, like *L.*

Howellii and L. Tweedyi, are not for the casual gardener in the east, though they can be grown here by the careful person who knows their needs. But L. rediviva, especially material of that species from its eastern range in Montana, can be trusted to the most careless. My own experience with both seeds and plants of L. rediviva from Washington and British Columbia has not been encouraging, the plants being short-lived and lacking in vigor after the first year. On the other hand, those from Montana have persisted under the most trying conditions, self-sowing in the garden and in open-field nursery culture. This is a plant that can be grown with ease throughout the east and one that should be a good seller for the neighborhood nurseryman, for the plants can be moved at any season of the year without much danger of loss, though the current year's flowers may be lost if the plants are moved while in bloom. It is my opinion that you will not make a mistake by growing this lewisia. The best method of propagation is from seeds, which, if sown as soon as ripe, will germinate about 100 per cent within a short time. If the seedlings are transplanted to the field during their first dormant period, some will bloom the second year and all should be salable plants the next. According to a number of years' experience here, I should say that the species will do well anywhere in the east if it is given a well drained soil that harbors no excess moisture during winter and a dry, sunny situation that will permit the roots to be thoroughly baked during their summer dormancy.

#### Phacelia Sericea.

Most phacelias known to gardeners are annuals, but in *P. sericea* we have a perennial species that is hardy and possesses garden value. Its flowers are not so showy as those of the annual species, like *P. campanularia*, though its combination of a rosette of silvery leaves and a short spike densely set with small purple flowers with showy yellow stamens gives it a charm possessed by none of the annual kinds. Coming from high mountains in the west, it should in all reason be hard to cultivate in eastern gardens. Such is not the case, however, for I find it easy to grow in either sun or light shade in a sterile sandy soil. It comes readily from seeds, which are produced quite freely, and seedage is probably the best way to effect its propagation. *P. sericea*

should offer no difficulties to eastern propagators.

#### Viola Flettii.

To end these notes on out-of-ordinary natives, I would like to direct attention to *Viola Flettii*, which has only within the past few years become available to gardeners. It has many characters to recommend it, such as the beautiful shades of bronze the leaves take on in exposed positions and its long flowering period in spring and again in autumn. The color is quite unique, being a deep rose with a suggestion of lavender in its make-up. The plant has been easy to grow here, doing well in sun or part shade in a well drained soil. Propagation is from seeds sown in fall in an outdoor frame.

#### MOVING LARGE TREES.

The accompanying illustration, sent by W. T. Cowperthwaite, manager of the landscape department of Holm & Olson, Inc., St. Paul, Minn., shows the moving of an American elm forty feet in height with a trunk diameter of about sixteen inches. The diameter of the soil ball inclosing the roots measures a little over nine feet. The weight is estimated at eleven tons.

Holm & Olson, Inc., finds the use of the metal L-shaped staves of great assistance in holding the ball intact. These staves are returned to the nursery after the tree has been planted and, once made, last a long time.

The ball holds most of the fibrous roots of the tree. It was necessary

to cut only a few of the larger roots; so the tree has an opportunity to become rapidly reestablished in its new location.

#### CARAGANA ONE-YEAR CROP.

*Caragana arborescens* has been recognized as requiring two years to produce a crop of salable seedlings in the larger sizes, from twelve inches to three feet. Under the pressure of the estimated shortage due to the government expansion in its tree-planting program, a North Dakota nurseryman has cut the time required to a single season, by a reversal of methods and specially adapted soils.

The caragana is peculiarly at home in the Great Plains area in North Dakota. For the planting was chosen river bottom land previously having grown crops of corn, sweet clover, etc., and oats in 1934. Approximately twenty pounds of seeds were sown, without treatment, in a little over an acre in this clay-sand soil last May. Seeded thinly, about ten to fifteen seeds per foot, a fair stand was obtained, averaging close to ten plants per foot.

Even though the planting was somewhat neglected and but two or three cultivations were given, some 125,000 seedlings were harvested in autumn, three per cent going into the grade of two to three feet and three to four feet, twenty-four per cent into the grade of eighteen to twenty-four inches, thirty-seven per cent into twelve to eighteen inches and thirty-six per cent into a strong 6 to 12-inch grade. Most of the last grade would



Special Staves Hold Root Ball of 40-foot Elm During Moving.

make an 8 to 12-inch grade. With better care and plenty of moisture to begin with in 1936, it is expected that these grades may be improved twenty-five to thirty per cent.

#### OSAGE ORANGE HEDGE.

Osage orange hedge, *Maclura aurantiaca*, is coming into popularity again, especially as a windbreak and to prevent soil erosion. It is one of several species of trees and shrubs that are being used in the western forest belt. It is also used by the government in controlling soil erosion. In Italy the mountain sides are being terraced, and Osage orange hedge is planted along the terraces. This increased use of Osage orange hedge has stimulated planting by individuals. The domestic seed business of one shipper last season increased fifty per cent over that of the preceding year.

The seed is rather difficult of germination and should be soaked first. Some recommend soaking it two or three days in warm water, changing the water a few times. At one of the United States forestry stations recently some Osage orange seeds that sprouted forty-seven per cent were soaked in cold water for five days, resulting in ninety per cent germination. Freezing and thawing seem to help germination somewhat, and some nurserymen plant the seeds in the early wintertime.

#### ORIENTAL POPPIES.

(Concluded from page 8.)

formed a service which will not soon be forgotten among our gardeners who are growing oriental poppies.

With the infinite number of seedlings being grown and so many, many people interested, it is not surprising that there should be a large number of oriental poppy varieties introduced. Likewise, it is not surprising that many of them should be so similar that their introduction is not warranted even if the plants are of fine quality. There is room for improvement, of course, particularly in the whites, the yellows and the lavender shades, but among those mentioned will be found many fine poppies from which a list can be compiled. Not every variety in commerce has been mentioned; this would be impossible. I have tried to present some of the varieties which are outstanding and popular with us.

## "PAINESVILLE NURSERIES"



### Our Spring Trade List

is now distributed. If your copy has missed, please ask for it.

Our supply is adequate, covering these important departments:

Fruit Trees	Hardy Perennials
Deciduous Trees	Hardy Perennials
Evergreen Trees	Greenhouse and
Shrubs	Bedding Plants
Vines	Bulbs and Tubers
Evergreen Shrubs	SEEDS
Roses	

82nd Year of Dependable Service

**The Storrs & Harrison Company**  
PAINESVILLE, OHIO

### Why the subscription list is increasing rapidly:

The article in your March 1 issue, entitled "Soil Properties and Management," is splendid. I do not know when I have read an article on soils that I felt covered the subject so completely. I think this is just the sort of material that we nursery people need and appreciate.—Maurice L. Condon, General Manager, Outpost Nurseries, Inc., Ridgefield, Conn., March 6, 1936.

We feel that we ought to write you commending very highly your issue of February 1. In our opinion it is very much like what a good nursery trade journal should be. Enclosed is check for subscription.—W. B. Clarke & Co., San Jose, Cal., Feb. 13, 1936.

### Why advertising is double that of a year ago:

We have had mighty nice returns from the ads we ran in the February 15 and March 1 issues and are well satisfied with the results obtained.—D. J. Sibbersen, Treasurer, Nebraska Bridge Supply & Lumber Co., Omaha, Neb., March 5, 1936.

Our tree seed business was the best this year that we ever had, and advertising in the American Nurseryman was a big help.—Barteldes Seed Co., Denver, Colo., Feb. 8, 1936.

*Let your trade paper help you*

**AMERICAN NURSERYMAN**

# Reorganization of the A. A. N.

*President Miles Bryant Comments on Two Revisions of Proposed Plan Presented by the Executive Committee for Trade's Study*

Considerable progress toward the development of a plan of reorganization of the nursery trade associations of the country has been made during the past few months by the executive committee of the American Association of Nurserymen and its advisory committee. A study of existing trade associations, their distribution, their membership and their finances has progressed to the place where definite conclusions can be drawn from the results. Several detailed plans of reorganization have been presented to the committee and have been thoroughly studied by it. A number of committee meetings have been held, and two versions of a favored plan have been worked out. This plan has been discussed in a precursory way at a number of state and regional association meetings within the past month, but the committee has hesitated to release the details of the various revisions of the plan largely because, though the general structure of the plan has been approved, the details are still a matter of considerable discussion by the committee and probably will be again revised and changed before being presented to the Dallas convention in July. It seems important, however, that some discussion of the progress to date should be placed before the industry as a whole, and the committee has therefore authorized the release of the two versions of the Surtees plan as they stand to date.

At the 1935 convention of the American Association of Nurserymen, in Cincinnati, on a motion by Robert Pyle, the responsibility for working out a detailed plan of reorganization to be presented at the Dallas convention was placed in the hands of the executive committee, but President Miles W. Bryant also appointed an advisory committee, consisting of Owen G. Wood, Bristol, Va., and John Surtees, Ridgefield, Conn., to assist the executive committee in drafting such a plan. Both Mr. Wood and Mr. Surtees have been extremely active, and the progress of the plan to date has largely been due to their interest.

## Analyses of Membership.

A study of existing organizations in the nursery industry was immediately started, with an idea of determining how many nurserymen were interested in membership in the various local, state and regional associations then existing, just what the distribution of that membership was and just how much money the nurserymen were spending in the organization work of these various associations. Questionnaires were sent out to some seventy organizations, of which twenty-nine were then affiliated with the American Association of Nurserymen. Those twenty-nine associations reported a total membership of 1,801, but a study of the individual membership of these associations reduced this figure, through the elimination of duplications, etc., to 1,364, a reduction of a little better than twenty-one per cent. Adding to this figure fifty-six members of the American Association of Nurserymen who were not members of any of the affiliated organ-

izations, the total number of nursery firms interested in the American Association of Nurserymen, either by direct membership or through membership in affiliated organizations, was determined as 1,420. The total budget of the affiliated organizations was slightly less than \$15,000 per year, which meant that the American Association of Nurserymen and its affiliated associations were spending during the year 1935-36 less than \$23,000 on organization work.

Of the remaining organizations with which contact was attempted, three formed the Allied Retail Association, fourteen were reported inoperative, eight failed to reply to five letters and sixteen reported a total membership of approximately 800, with a total budget for the year of approximately \$1,800. One of these organizations, with a total membership of about 400, mostly florists, was reported "not as active as we wish it were". There are three or four small but active associations in the group with dues averaging about \$5 per year, but a study of the total figures of the group and the group of affiliated associations shows that most of the activity, as well as most of the financial ability, is in the affiliated group.

## Costich Plan.

Up until the time of the Cincinnati convention, the only plan of reorganization which had been offered was the Costich plan, which was offered only in its broader principles and without any attempt at detail, at the New York convention, in 1934. This proposed plan was a set-up based on local associations, which, through the delegation of power to the larger associations, banded themselves together into state and regional associations, which in turn would form the national association. All of this was based on membership in the local associations, membership in the larger associations being by delegation of authority from the local associations.

John Surtees early in the fall of 1935 attempted to work out the details of such a plan, but soon became involved in several difficulties that made it evident that this type of set-up was not

feasible for the nursery industry over the country as a whole. Chief of these difficulties was the fact that there was a great difference in the extent of organization and the possibility of organization in the various parts of the country. Local organizations are at present confined and seem practicable almost exclusively in the more thickly populated areas along the eastern seaboard, and only a little over half of the states even have going state organizations, some of them none too strong. Several large areas are represented by strong regional associations, with only scattering state associations through their areas. In other words, an organization based on local associations patently would be workable only in three or four states at most, and an organization based on state associations would fit only about half of the states of the country.

## By Charter from National Group.

It soon became evident to the committee that it would be practically impossible to develop a workable plan based on this theory which would fit the necessities of the country as a whole. Mr. Surtees then turned to an entirely different type of vertical organization, in which the national association became the basis of the organization and the membership and affiliation of the other organizations were obtained through charter from the national association. It can readily be seen that this type of vertical association will permit of a varied extent of organization in the various areas of the country as the possibilities and necessities of those various areas may require. Where local associations are practicable these can be the smaller units and can be included as parts of the state, regional and national associations; where state organizations are the smallest practicable units, they can easily be included without the necessity of organizing local associations, and in areas where the regional association is the smallest practical unit, such associations can also join on an even footing with the other areas. Mr. Surtees finally worked out in minute detail such a plan

## FRUIT TREE SEEDLINGS

Apple seedlings, Washington and Kansas-grown, branched and straight roots. Bartlett pear, branched roots; Ussuriensis pear, branched and straight roots; Serotina pear, straight roots. Mahaleb, Myrobalan and Mazzards, Portland-grown. Native plum seedlings.

Apple scions cut from our own sprayed scion orchard. Send for list of varieties.

Large Assortment of General Nursery Stock.

Write for latest bulletin with grade counts

## SHENANDOAH NURSERIES

A. F. Lake  
Pres.

Shenandoah, Iowa

R. S. Lake  
Sec.-Treas.

for the reorganization of the nursery trade associations and presented it to the executive committee.

This plan, now known as the Surtees plan, was first discussed and amended by a small committee in a meeting in New York early in January, at which Mr. Surtees and Mr. Wood were present, and the executive committee was represented by Donald D. Wyman, Lester Lovett and President Miles W. Bryant. Much of the time of this meeting was given over to a discussion of the method of handling dues and the dues schedule.

After considerable discussion, it was finally the opinion of this committee that, owing to the wide variation in the extent of organization in various parts of the country and also in the financial necessities of the various local and state organizations, no single system of dues which would fit the necessities of the entire country could be set up and that it would therefore be necessary to set up a schedule of dues for the support of the regional and national associations, to which schedule the local and state associations would add the amount of dues required for their organizations. A schedule of dues similar to the present sliding schedule of the A. A. N. was then set up, with the idea that the plan should include a sufficiently large income to permit the expansion of activities, which was one of the reasons for the desire of reorganization, and that such a schedule would be necessary even with a largely increased membership if the finances were to permit such an expansion.

#### Revised at Chicago.

The Surtees plan as revised at New York was then presented to a full meeting of the executive committee in Chicago, where a second revised and amended plan was developed. The executive committee differed from the small committee which met in New York on two distinct matters of policy. In the first place, the executive committee felt that the New York plan, ideal as it unquestionably was in some regards, was too exacting in some of its details of control of the election of officers and also of the set-ups of some of the smaller organizations and modified the procedure materially in this regard, giving the smaller organizations considerably more self-control. It felt that the reorganization of the association along vertical lines with a large membership, even if at only nominal dues, was more important than the immediate financial strength of the reorganized set-up and that an accomplished reorganization of that type with a large membership could then gradually be built up in its financial structure to the place where it would be able to make the proposed expansion.

It feared that the dues schedule as set up at New York, nominal as it was in comparison to the dues of most national trade associations, was, nevertheless, too much of a change from the extremely small association dues that many nurserymen were paying and might easily jeopardize the acceptance of the entire plan of reorganization by enough of the local and state associations so that it could not be put into operation.

It proposed a dual type of membership in the national association, similar in some ways to that now existing, with one type of membership by delegates from local, state and regional associations, and with a second type of membership composed of individual firms paying the present dues schedule, this

## More Building

## More Plants Needed

**Don't be caught short of**

# TAXUS

Our stock is all fine material, sheared and transplanted—specimens for landscape plantings and fine hedges. Hardy anywhere. The leading evergreen today.

Taxus cuspidata capitata		Per 10	Per 100
Excellent for hedges.....	2 to 2½ ft.	\$12.50	\$100.00
	2½ to 3 ft.	15.00	125.00
	3 to 3½ ft.	17.50	150.00
Taxus cuspidata			
Every plant a specimen.....	3 to 3½ ft.	32.50	300.00
	3½ to 4 ft.	50.00	450.00
	4 to 4½ ft.	65.00	600.00
Taxus cuspidata nana			
	1½ to 2 ft.	20.00	175.00

Prices gladly quoted on larger quantities.

Write for your copy of the new wholesale catalogue just off the press.

**Bobbink & Atkins, Box V, Rutherford, N. J.**

## Hybrid Korean Chrysanthemums

The outstanding garden introduction of recent years is

### A BRISTOL ORIGINATION

Now we offer another great advance

**Two Full Double Hybrid Koreans** also **Three New Singles**  
an entirely new development and the Original Hybrid Korean Set

Beautifully illustrated circular offering the best in new Garden Chrysanthemums will be mailed to you upon request

**Healthy Midge-Free Cuttings Now Ready. Buy from the Originator.**

**BRISTOL NURSERIES, Inc., Bristol, Conn.**

membership not to be mandatory on all members of the smaller associations.

These two revisions of the Surtees plan are presented herewith, and the criticism of the members of the nursery industry is invited. In presenting these plans, the committees involved do not pretend that they are perfect nor that either of them is the one which will be presented at Dallas. They are offered merely as a basis for argument, from which it is hoped that a workable and acceptable plan may be evolved. It is, of course, understood that any plan developed at Dallas will have to be presented to the local, state and regional associations for their acceptance before being put into effect. In studying these plans, it should be remembered that an acceptable plan which will be ratified by a sufficiently large number of associations to make it effective will necessarily have to be a compromise which will look to the best interests of the trade organizations over the country as a whole and will not necessarily cater entirely to the desires of any one group within the industry.

### SURTEES PLAN:

#### New York Revision.

(1) Adoption of the charter system as outlined in the following condensed form: The charter system means that all organizations, local, state and regional, would operate under a charter granted by the American Association of Nurserymen. The A.A.N. should have a clause added to its corporate articles of association giving it the power to grant charters to all existing organizations and to any new ones that are likely to be formed. This method would make the A.A.N. the supreme power, with ample authority to operate for the whole industry.

(2) Subdivide the country into seven regional divisions as follows:

Region 1: **New England:** Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut.

Region 2: **Eastern:** New York, New Jersey, Maryland, Pennsylvania, Delaware, District of Columbia.

Region 3: **Southern:** Virginia, North Carolina, Kentucky, Georgia, Alabama, West Virginia, South Carolina, Tennessee, Florida, Mississippi.

Region 4: **Central:** Ohio, Indiana, Wisconsin, Michigan, Illinois.

Region 5: **Western:** Minnesota, Missouri, Kansas, Montana, Wyoming, Iowa, Nebraska, Colorado, North Dakota, South Dakota.

Region 6: **Southwestern:** Oklahoma, Louisiana, New Mexico, Arkansas, Texas, Arizona.

Region 7: **Pacific Coast:** Washington, California, Nevada, Oregon, Utah, Idaho.

These regional groups take into consideration all existing regional associations with additions of states adjoining their present jurisdiction, so that every state is brought into a certain definite region. They will continue to operate under their own by-laws, but under their charter they will be subject to the general laws of the A.A.N. The executive committee of each region will take care of the problems pertaining to the particular region and thus build up a structure that could function more efficiently and promptly than the national association can do alone.

(3) All state and local associations to obtain their charters directly from the A.A.N.

All existing local and state organizations will continue to operate under their own by-laws, but under their charter they will be subject to the general laws of the A.A.N.

### (4) ORGANIZATION OF THE A.A.N.:

(a) The headquarters of the A.A.N. should be permanently established in Washington, D. C.

A very important factor. Closer contacts with all federal government departments are advisable. Establishment of a suite of offices, small at first, and extended as warranted. Clerical help as required.

(b) The president shall be elected annually. He shall have served one full term as vice-president of the A.A.N. and one full term as president of a regional association.

Starting from the bottom, a member of a local or state group to serve one full term as vice-president before he becomes president of his association. Also to serve one term as president of his association before he can become a vice-president in a regional asso-

ciation, and one term as president of a regional association before he can become a vice-president of the national association. Thus we get the following continuity: a. Local or state association, vice-president, one year; b. Local or state association, president, one year; c. Regional association, vice-president, one year; d. Regional association, president, one year; e. National association, vice-president, one year.

By this means he has had five years' experience, which will prove of high value when he starts his sixth year as president of the national association, the highest office it is possible to attain. One can readily see that this period of training is going to be extremely beneficial, not only to himself, but to the organization as a whole. His contacts during the training period will enable him to guide the destinies of the association with a surer hand, the whole leading to a greater strength in the association.

(c) The vice-president shall be elected annually from the floor. He must have served one full term as president of a regional association.

This office is one that will prove the worth of any candidate. There are seven regional groups. This means there will always be the possibility of seven candidates for the office. This in itself will always lead to a revitalized interest, as naturally each regional group will want its own candidate elected, and the least that can happen is to bring out members in support of their candidate.

(d) The executive board shall consist of the president of each regional group, together with the president, vice-president and retiring president, making ten members in all.

This we believe would be a master stroke. Ten men who have served at least three years as presidents and vice-presidents of state and regional groups are bound to be strong men, capable of leading the association through all kinds of trouble. Ten members on the executive board may seem too many at first, but if the revitalization goes through and progresses as it should, it will be found no more than necessary.

(e) The secretary shall be appointed by the executive board and shall devote his whole time to the work of the A.A.N.

(f) The office of treasurer to be combined with that of secretary.

(g) The annual convention shall take place in July. No convention to take place in any one region two years in succession.

#### (5) REGIONAL ASSOCIATIONS:

All regional associations to operate under a charter granted by the A.A.N.

The headquarters of the regional association shall be: (a) The address of the secretary, if only a part-time job; (b) A central point within the region with necessary offices, if a full-time job.

The president shall be elected annually. He must have served one term as vice-president of the region and at least one term as president of a state association within the region, provided a state association exists.

The vice-president shall be elected annually. He must have served one term as president of a state association within the region, provided a state association exists.

The executive board shall consist of presidents of state associations within the region, the number to be determined by the region. Where no state organization exists, the privilege may be extended to include a prominent member of that state. The president, vice-president and retiring president to be ex officio on this board.

The annual convention shall take place prior to the national convention.

The secretary shall be appointed by the executive board. It all depends on the amount of work that is necessary and the funds of the regional association whether this shall be a full-time or part-time job.

#### (6) STATE ASSOCIATIONS:

State associations shall operate under a charter granted by the A.A.N. They shall keep their existing by-laws subject to the general law of the A.A.N.

The headquarters shall be the address of the secretary.

The president shall be elected annually. He must have served one term as vice-president of his association.

The vice-president shall be elected annually. He must have served one full term on the executive board.

The executive board shall be elected annually. The officers of the association to be ex officio on this board.

The secretary-treasurer shall be appointed by the executive board.

The annual convention shall be held prior to the regional convention.

#### (7) LOCAL ASSOCIATIONS:

Existing local associations shall operate under a charter granted by the A.A.N. They shall keep their established by-laws subject to the general laws of the A.A.N.

Any new local organizations which it is found advisable to form to seek application first from the state association. Application to be signed by at least fifteen reputable nursery firms. It is advisable to form as many local organizations as possible, particularly in populous states. It permits of greater concentration and larger membership.

The headquarters shall be the address of the secretary. The president shall be elected annually. He must have served one full term as vice-president.

The vice-president shall be elected annually. He must have served one full term on the executive board.

The executive board shall be elected annually from members of at least two years' standing.

The secretary-treasurer shall be appointed by the executive board.

#### (8) MEETINGS AND CONVENTIONS:

1. **Local Associations:** In order to hold the interest and keep the members well informed of all events, whether national or local, meetings should be held at least four times a year. All officers and delegates should be elected at a meeting to be held prior to the annual meeting of the state association in order that they may attend the state convention in an official capacity.

2. **State Associations:** All officers and delegates to be elected at the annual convention to be held prior to the convention of the regional association, in order that they may attend the regional convention in an official capacity. More meetings at the discretion of the executive board.

3. **Regional Associations:** All officers and delegates to be elected at the annual convention to be held prior to the national convention in order that they may attend the national convention in an official capacity. More frequent meetings to be at the discretion of the executive board.

All officers and delegates elected will serve the entire period in the body, although their period in the local, state or regional office may have expired previously. Installation of all officers to take place at time of each annual convention.

#### (9) MEMBERSHIP AND VOTING:

A member of a local association automatically becomes a member of a state association, the regional association of which his state is a unit and the national association, provided the local association of which he is a member is operating under a charter granted by the national association. He shall be entitled to one vote whenever present at any open meetings of the above associations, provided his dues are fully paid up.

#### (10) DELEGATES AND VOTING:

A local association may elect the following delegates: One to the state convention for every fifteen members and/or major fraction thereof; one to the regional convention for every twenty-five members and/or major fraction thereof; one to the national convention for every fifty members and/or major fraction thereof.

A state association may elect the following delegates: One to the regional convention for every twenty-five members and/or major fraction thereof; one to the national convention for every fifty members and/or major fraction thereof.

A regional association may elect the following delegates: One to the national convention for every fifty members and/or major fraction thereof.

No delegate to have more than two votes, one for himself as an individual member and one on behalf of his organization. Thus no delegate can represent more than one organization. All delegates must be present to cast a vote.

In all cases of local, state and regional associations, to be newly formed, the laws governing election of all officers of such new associations as to years of service shall be waived until such time as they have been in

## AMERICAN NURSERYMAN

existence long enough to come under these laws.

#### (11) DUES:

The annual dues shall be: (a) The sum of the fees now collected by the local and state organizations which is to be retained by them; (b) plus the following sliding scale based on annual volume of business:

Under \$10,000	.....\$ 10.00
\$10,000 to \$25,000	..... 15.00
\$25,000 to \$50,000	..... 25.00
\$50,000 to \$75,000	..... 30.00
\$75,000 to \$100,000	..... 40.00
\$100,000 to \$150,000	..... 60.00
\$150,000 to \$200,000	..... 85.00
\$200,000 to \$250,000	..... 110.00
\$250,000 to \$300,000	..... 135.00
Over \$300,000	..... 150.00

All dues to be paid directly to the lowest organization with which the member is affiliated. The treasurers to whom the dues are paid to retain their individual organization dues, as stated in paragraph (a) above, and remit the balance directly to the treasurer of the A.A.N. The treasurer of the A.A.N. to remit back to the treasurers of the regional associations the sum of \$5 per member or such other amount as may be later determined.

## SURTEES PLAN.

### Chicago Revision.

(1) To adopt the charter system as outlined in the following condensed form: The charter system means that all organizations, local, state and regional, would function under a charter granted by the A.A.N. The A.A.N. should have a clause added to its corporate articles of association giving it the power to grant charters to all existing organizations and to any new ones which might be formed. This method would make the A.A.N. the official organization with authority to function for the entire industry.

(2) To subdivide the country into seven regional divisions as follows:

Region 1: **New England:** Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut.

Region 2: **Eastern:** New York, New Jersey, Maryland, Pennsylvania, Delaware, District of Columbia.

Region 3: **Southern:** Virginia, North Carolina, Kentucky, Georgia, Alabama, West Virginia, South Carolina, Tennessee, Florida, Mississippi.

Region 4: **Central:** Ohio, Indiana, Wisconsin, Michigan, Illinois.

Region 5: **Western:** Minnesota, Missouri, Kansas, Montana, Wyoming, Iowa, Nebraska, Colorado, North Dakota, South Dakota.

Region 6: **Southwestern:** Oklahoma, Louisiana, New Mexico, Arkansas, Texas, Arizona.

Region 7: **Pacific Coast:** Washington, California, Nevada, Oregon, Utah, Idaho.

These regional groups take into consideration all existing regional associations, with additions of states adjoining their present jurisdiction, so that every state is brought into a certain definite region. They will continue to function under their own by-laws, but under their charters they will be subject to the general laws of the A.A.N. The executive committee of each region, in co-

## WILL SACRIFICE AMERICAN ELMS



Several thousand of the finest Elms in America must be moved this spring, regardless of price. 3 to 4-in. caliper; free of disease or insects. Just right for large operations, requiring low-priced, yet high-quality trees. Prices quoted on request for shipment inside Japanese beetle zone only.

**B. F. BARR NURSERIES, LANCASTER, PA.**

## CHINESE ELM SEEDLINGS APPLE & PEAR SEEDLINGS

We are exclusively wholesale growers, and specialize in contract growing. Let us grow items for you that can best be grown in our volcanic ash soil, where we have a long growing season and moisture under control. Send list of your present needs in Chinese Elm and Apple Seedlings for prompt shipment.

**WASHINGTON NURSERIES** Toppenish, Wash.

operation with the A.A.N., will take care of the problems pertaining to its particular region, thus building a structure that can function more efficiently and promptly than the national association can function alone.

(3) All state and local associations will obtain their charters directly from the A.A.N. All existing local and state organizations will continue to function under their own by-laws, but under their charters they will be subject to the general laws of the A.A.N.

#### (4) ORGANIZATION OF THE A.A.N.:

(a) The headquarters of the A.A.N. should be established in Washington, D. C., if and when advisable.

(b) The president shall be elected annually. He shall have served one full term as an officer or a member of the executive committee of the A.A.N. and one full term as president of a state or regional association.

(c) The vice-president shall be elected annually from the floor. He must have served one full term as president of a state or regional association.

(d) The executive committee shall consist of one authorized representative from, and to be elected by, each regional group, with the president, vice-president and retiring president ex officio.

The regional representatives shall serve for a term of two years, those from the even-numbered regions to be elected one year and those from the odd-numbered regions to be elected the succeeding year.

(e) The secretary shall be appointed by the executive committee and shall devote his entire time to the work of the A.A.N.

(f) The office of treasurer may be combined with that of secretary.

(g) The annual convention shall be held in July. No convention may be held in any one region two years in succession.

#### (5) REGIONAL ASSOCIATIONS:

All regional associations shall function under charters granted by the A.A.N. Their by-laws shall be subject to the general laws of the A.A.N.

The president shall be elected annually. He shall have served one term as a member of the executive committee of a regional association.

The executive committee shall consist of authorized representatives from, and to be elected by, state associations within the region, the number to be determined by the regional association. Where no state organization exists, the privilege may be extended to include a prominent member of that state. The president, vice-president and retiring president shall be ex officio on this committee.

The annual convention shall take place prior to the national convention.

The secretary shall be appointed by the executive committee.

#### (6) STATE ASSOCIATIONS:

State associations shall operate under charters granted by the A.A.N. Their by-laws shall be subject to the general laws of the A.A.N.

The president shall be elected annually. He shall have served one full term as a member of the executive committee of his association.

The vice-president shall be elected annually. The executive committee shall be elected annually, the number to be determined by the association. The president, vice-president and retiring president shall be ex officio on this committee.

The annual convention shall be held prior to the regional convention.

#### (7) LOCAL ASSOCIATIONS:

Existing local associations shall function under charters granted by the A.A.N. Their by-laws shall be subject to the general laws of the A.A.N.

Any new local organizations which it is found advisable to form shall first seek application from the state association, said application to be signed by at least ten reputable nursery firms.

The president shall be elected annually. He shall have served one full term as a member of the executive committee of his association. The vice-president shall be elected annually.

#### (8) MEETINGS AND CONVENTIONS:

1. **Local Associations:** In order to hold the interest of members and keep them well informed of all events, whether national or local, meetings should be held at least four times a year. All officers and delegates should be elected at a meeting to be held prior to the annual meeting of the state association in order that they may attend the state convention in an official capacity.

2. **State Associations:** All officers and delegates shall be elected at the annual convention to be held prior to the convention of the regional association in order that they may attend the regional convention in an official capacity. Additional meetings may be held at the discretion of the executive committee.

3. **Regional Associations:** All officers and delegates shall be elected at the annual convention to be held prior to the annual convention of the A.A.N. in order that they may attend the national convention in an official capacity. Additional meetings may be held at the discretion of the executive committee.

All officers and delegates elected shall serve the entire term of office in the body to which elected, although their term of office in the

## JEWELL WHOLESALE

68th YEAR of wholesale production for the Trade. \* \* \* GENERAL LINE in the hardy varieties of Trees, Shrubs, Evergreens and Plants. \* \* \* LINING-out stock. \* \* \* LARGE-flowered Clematis.

SEND FOR Jewell's bi-weekly price bulletin; it offers many seasonal and profitable bargains in choice stock for retailing, and liners.

## THE JEWELL NURSERY COMPANY

Pouch N, LAKE CITY, MINNESOTA

Founded 1868

1500 Acres

	Per 100
Pink Cushion Mum	2 1/4-in. pots \$5.50
Crimson King Carnation	2 1/4-in. pots 8.00
Rosa Roulettii	2 1/4-in. pots 7.50
Gypsophila Bristol Fairy	Grafts from 2 1/4-in. pots 12.75
Buddleia Ile de France	2 1/4-in. pots 6.00
Buddleia magnifica	2-in. pots 4.75

Liberal discounts and free packing for cash with order.

Write for complete list of lining-out and finished stock.

HILLTOP NURSERIES

Box 100

CASSTOWN, OHIO

local, state or regional association may have expired previously. Installation of all officers shall take place at each annual convention.

In all cases of local, state and regional associations, to be newly formed, the laws governing election of all officers to such new associations as to years of service shall be waived until such time as the associations have been in existence long enough to come under these laws.

#### (9) MEMBERSHIP:

A member who belongs to a local association must belong to a state association also, paying the prescribed dues in both associations. Membership in a regional and/or the national association is optional.

A member may belong to as many other associations as he cares to, provided he is acceptable to those associations.

#### (10) DELEGATES AND VOTING:

A local association may elect the following delegates: One delegate to the state convention and one additional delegate for every fifteen members and/or major fraction thereof above the first fifteen members; one delegate to the regional convention and one additional delegate for every twenty-five members and/or major fraction thereof above the first twenty-five members; one delegate to the national convention and one additional delegate for every fifty members and/or major fraction thereof above the first fifty members.

A state association may elect the following delegates: One delegate to the regional convention and one additional delegate for every twenty-five members and/or major fraction thereof above the first twenty-five members; one delegate to the national convention and one additional delegate for every fifty members and/or major fraction thereof above the first fifty members.

A regional association may elect the following delegates: One delegate to the national convention and one additional delegate for every fifty members and/or major fraction thereof above the first fifty members.

No delegate shall have more than two votes, one for himself, provided he is an individual member of the A.A.N., and one on behalf of the organization he represents. No delegate may cast more than one vote from his association. A delegate must be present in person in order to cast a vote.

#### (11) DUES:

Each local association shall pay \$1 per year per member to the A.A.N.

Each state association shall pay \$1 per year per member to the A.A.N.

Each regional association shall pay \$10 per year to the A.A.N.

**Voting or Active Members:** In addition to the associations which shall be members of

## Improved Practices in Propagation by Seed

By L. C. Chadwick

Four articles, including table of Seed Stratification Practices, reprinted from The American Nurseryman in 32-page booklet, bound in stiff paper cover.

"Worth many times the price of the magazine" was the verdict of readers on these articles.

Now Ready

25c per copy

Write for prices on quantities

## THE AMERICAN NURSERYMAN

508 S. Dearborn St., Chicago, Ill.

the A.A.N. as outlined above, there shall be an individual voting or active membership to consist of individuals, firms or corporations actively engaged in the nursery industry. The annual membership fee for such individual voting or active members shall be based on the annual gross business of each member, with deduction of any character, as follows:

Under \$10,000	\$ 10.00
\$10,000 to \$25,000	20.00
\$25,000 to \$50,000	30.00
\$50,000 to \$75,000	40.00
\$75,000 to \$100,000	50.00
\$100,000 to \$150,000	70.00
\$150,000 to \$200,000	95.00
\$200,000 to \$250,000	120.00
\$250,000 to \$300,000	145.00
\$300,000 and up	160.00

**Associate Members:** The entrance fee for associate or nonvoting members shall be \$20. The annual membership fee for associate or nonvoting members shall be \$25.

# Made-to-Order Fruit Trees

*Nurserymen Supplying Orchardists Relate Their Experiences in Responding to H. B. Tukey's Article in February 15 Issue*

## BUDDING FOR CUSTOMERS.

Every nurseryman of long experience has been faced with the problem of furnishing special varieties for which there is but little demand or strains of well known varieties said to be superior to the type of that variety.

A man had two trees of a variety one of which bore alternately with the other. He therefore wanted some trees grown for him from each tree, designated as "odd" and "even." He was a man of many years' experience in fruit growing, and it was useless to try to convince him of the possibility of failure to get "odds" and "evens" from scions cut from these trees. I took no chances and sold him some splendid 2-year-old Baldwin trees, on which could be left three well separated branches distributed symmetrically. The branches were cut back to within six inches of the stem and planted by him early in the spring. In late July I personally budded the branches on top about four inches from the stem. He cut the scions and brought the "odds," which were all budded before he brought the "evens."

I insisted upon this procedure, as I was determined that any failure could not be laid at my door. I budded and tied the 200 trees during the afternoon. He paid me \$10 for the work and my cost of transportation. Three years afterward I visited the orchard, and except for the slight difference in the color of the wood, you could not tell where the bud was placed. He had been careful about suckers, and they were as beautifully shaped trees as I ever saw. He reported a good crop next year, but on all trees. His idea, of course, was wrong, but until his death he maintained that it was the finest orchard he had ever grown.

That was in my young days, but since then I have furnished Baldwin trees to many growers and budded them the same year they were set, with perfect results. I have Grimes 15 years old top-worked in this way on Baldwin, that, of course, show no collar rot and bear great crops of 3-inch fruit with no seconds worth mentioning.

Last summer I had calls for several hundred Early McIntosh and top-worked them on 2-year-old Baldwin in the nursery.

I did the budding myself and had 100% results, as I almost always have. My sixty years' experience at the job has made me not only highly successful, but the fastest budder the world has yet produced. My record is 824 peach trees in one hour and 6,300 in nine hours. Two of my pupils and I averaged 5,000 trees each per 9-hour day during twenty consecutive working days. We are now all close to the 70-year mark, but I believe that the three can bud 1,500 in one hour, but don't ask us to go more than the hour.

The foregoing paragraph has nothing to do with the question under discussion, but was given as a reason why I am so partial to budding in preference to grafting. We, at one time, root grafted successfully, but quit for three good

reasons: First, because we could get more uniform and stockier trees fully four feet and up by budding; second, by budding high and having the planter not set too deep, we got clear of collar rot on Grimes and some other kinds, and third, because we had too much crown gall and hairy root with grafted trees.

We have been supplying "made-to-order" trees for our customers for a half-century.

However, we would never use Northwestern Greening; it has two faults. It is not so good a root maker as some others, and the branches are inclined to split down. We have had some canker and fire blight in it, too. Baldwin has always been my favorite. If a small, slender variety was wanted, I would use Delicious. It makes good roots and never blights, and the branches are tough and do not split down under a big load.

I believe that Macoun would be good, too. It has a great quantity of roots and has the hardest wood of any apples we have ever grown, equaling crabs in both respects.

Stress has been put on roots of different varieties. We took twenty varieties once, budding ten trees of each on a row of imported French crab, and at two years old from buds they showed unbelievable difference in some cases. Two extremes were Staymans with few very large roots, often not balanced, while Whitney crab had a great mass of roots on every tree.

Observation proves that the root system does vary with varieties, and the tree with a good round head habit usually has a similar root system, while the sprawling grower almost invariably has a similar root.

Walter C. Black,  
Jos. H. Black, Son & Co.  
Hightstown, N. J.

## FERNS 25 Varieties

Native Perennials, Bulbs and Vines  
Send for Catalogue

L. E. Williams Nursery Co.  
Exeter, N. H.

## SEEDS OF RARE PLANTS

Unique Catalogue Ready

Descriptions of more than 2000 unusual and distinctive kinds for rock garden, border or greenhouse. Gives needs, uses, seasons, heights, etc. A work of reference. Write Dept. 82 for your copy.

REX. D. PEARCE, Merchantville, N. J.

## HARDY PERENNIALS

Send for Toole's Trade List of Twenty-five New, Unusual or Little Known Perennials and Rock Garden Plants.

Potted plants at prices that make a trial planting inexpensive.

W. A. TOOLE, of Carry-see-Dule  
Baraboo, Wis.

## ORCHARDISTS ARE PROBLEM.

We have been doing a little of this work for different orchardists. I definitely recall, about eight years ago, having whipgrafted on the lateral branches of 2-year-old trees from three to five grafts to the tree of Williams' Early Red, for a group of growers in Delaware. We used as the base stock for this work Northwestern Greening and Gano. The resulting orchards, consisting of a total of about 1,500 trees, have developed well. Of course, the success of this kind of work, in our estimation, lies in the care which the trees are given by the orchardist after they are received.

On other occasions, we have whipgrafted 1-year-old trees, using a long scion, up to as much as two feet. In our estimation, there are two choices in whipgrafting 1-year-old trees. One is using a short scion and letting the tree run up a central leader from a single sprout, from which to form the regular scaffold branches of the variety desired. The other is using a scion long enough to give the desired scaffold branches on the scion the first year it is set. Frankly, we are much in favor of the use of the 1-year-old tree, whipgrafting to the variety desired, because it does not make the tree so old at the time the tree is ready for transplanting to the orchard.

In the case of the lateral branches of the 2-year-old tree, with us it usually gives such a bulky tree that it is almost impossible to handle it carefully enough to keep from breaking some of the

## Espalier or Trained Fruit Trees

Something that has created public interest. Rare and unusual Ornamental Fruit Trees for every home owner. The Nurseryman and the landscape profession will find our illustrated folder full of suggestions and information. We shall be glad to send you one.



A. M. GROOTENDORST  
Benton Harbor, Michigan

## Trees, Shrubs, Perennials, Rock Garden Plants, Seeds, Seedlings and Transplants

Low Prices — Containers Free

AMERICAN FORESTRY CO.  
Pembine, Wisconsin

## Your Profits are in the Newer Things

Ask for Our List of Specialties

The Cottage Gardens  
Lansing, Michigan

..... a good supply of  
**SOUR and SWEET CHERRIES**  
**APPLE — PEACH — PEAR**  
**ORNAMENTALS — ROSES**

**PRIVET AMOOR NORTH**  
**FRUIT TREE SEEDLINGS**  
**DECIDUOUS SEEDLINGS**

Write for new **TRADE LIST**,  
 just off the press.

Will appreciate your **WANT**  
**LIST.**

**MOUNT ARBOR NURSERIES**

E. S. Welch, Pres. Shenandoah, Iowa

"One of America's Foremost Nurseries"

Write for  
**SPECIAL SURPLUS PRICES**

on following varieties

**SHADE TREES**

from 6-8-ft. to 10-12-ft. grades:

*Alnus glutinosa*, American Linden, Norway Maple, Sugar Maple, Red Maple, White Birch, American Elm, Chinese Elm, Oriental Plane.

California Privet, 3 to 4 ft., 4 to 5 ft. and 5 to 6 ft., heavy.

Barberry Thunbergii, all sizes up to 4 ft. Barberry, Red, 2 to 3 ft. and 3 to 4 ft., heavy.

Evergreens and Broad-leaved Evergreens.

Flowering Shrubbery, all sizes up to 8 ft. Lining-out Stock, fine assortment.

Ask for Special Surplus Bulletin and Spring 1936 Wholesale Trade List

**THE WESTMINSTER NURSERY**  
 Westminster, Md.

?

**The great question!**

*How and where can I get rare trees and shrubs at trade prices?*

**EASY ENOUGH!**

Write today for lists 3536 and 3601.

**W. B. Clarke & Co.**  
 San Jose, Calif.

**CHINESE ELM SEED**

Place your order early for our locally gathered, hardy North China strain of seed. Delivery usually early May.

**WASHINGTON NURSERIES**  
 Toppenish, Wash.

**CHINESE ELM SEEDS**

(Home-Grown)

*Ulmus Parvifolia* (few) ready now. *Ulmus Pumila*, ready early spring.

**SEEDLINGS**

*Parvifolia*, up to 3 to 4 ft.

*Pumila* (few) up to 18 to 24"

**SEEDLINGS GROWN ON CONTRACT**

**HOME NURSERY** Richland, Wash.

grafts while the tree is being dug and packed for shipment. The growers in Delaware came down with their trucks and took the trees directly from the nursery, not even tying them in bundles, but laying them loose in the truck in order to preserve the branches which had been grafted. In this way, there was a minimum of damage.

We have been working for years in double-worked Grimes, using good strong stock to put the Grimes on. We budded some Grimes into 1-year-old trees last year, and this year those buds made as much as five feet of growth. Even the Grimes have developed a perfect top on them for forming an ideal tree in the orchard. The lateral branches naturally are not so long as they are on the regular 2-year-old trees, most of them ranging from twelve to twenty-four inches. The bodies of these below the bud, in most cases, will range nearly 3/4-inch in caliper, and in many cases the Grimes wood will be 1 1/4-inch in caliper. These are budded on trees which were grown from Washington-grown seedlings, which, in our estimation, are the best seedlings available today. This accounts, possibly, for the heavy caliper which these trees have attained.

I think that it would be more desirable in all cases, from our experience, either to whipgraft or bud other varieties on root-grafted trees, because, as a usual thing, you have a much straighter-bodied tree to start with than you have in a budded tree. Invariably, the budded tree will form a slight offset and, on some varieties especially, there will be a slight curvature in the body of the tree in the 1-year-old as well as the 2-year-old.

The objectionable feature in this work is that we have yet to find orchardists in sufficient number who know what they want to plant definitely enough to place advance orders. We have been willing to do the work for any growers who desired to have it done and are willing to do it today, but we will not do it except on special order. We have told the orchardists, in our personal contact, that if they could anticipate their needs along these lines, we should be glad to do the work. Invariably, they change their minds as to what they want to plant from year to year and are not willing to place advance orders for this stock.

I feel that this work would better be done in the nursery, rather than the trees grafted in the winter and then delivered to the orchardist for planting. The orchardist, generally, will not take care of sprouting down this tree properly after it has started to grow, and the result is a misshapen tree, which will take him years to develop, or the drowning out of the graft entirely with sprouts from the understock, which will result in mixed orchards later and bring about a great deal of dissatisfaction on the part of the planter as well as the nurseryman.

Few orchardists have the knowledge to care properly for trees of this type. The nurseryman's problem is to deliver the average orchardist as near a fool-proof tree as it is possible. At least, this is our opinion after many years of contact with orchardists.

Naturally, the orchardist would have to pay the nurseryman more money for trees produced under these conditions. Here, again, is a problem the nurseryman has to face, because it seems, re-

(Concluded on page 18.)

**"J & P"**

**ROSE**  
**NOVELTIES**

**ANNOUNCEMENT**

Jackson & Perkins Patented Roses may now be secured from a group of selected growers throughout the nation. The following firms have been licensed to wholesale J & P Patented Roses:

Adams Nurs. Inc., Springfield, Mass.  
 Bobbink & Atkins, Rutherford, N. J.  
 Brown Floral Co., Salt Lake City, Utah.  
 Burr, C. R. & Co., Manchester, Conn.  
 Cashman Nurs., Owatonna, Minn.  
 Chase Nurs. Co., Chase, Alabama  
 Cole Nurs. Co., Palmsville, Ohio  
 Conard-Pyle Co., West Grove, Pa.  
 Dixie Rose Nurs., Tyler, Texas  
 Dresser, Hy. A. Inc., Riverdale, N. J.  
 Germain Seed & Plant Co., Los Angeles, Cal.  
 Howard Rose Co., Hemet, Cal.  
 Klyn, Gerard K., Mentor, Ohio  
 Mount Arbor Nurs., Shenandoah, Iowa  
 Ruess-Whorler Co., San Jose, Cal.  
 Shenandoah Nurs., Shenandoah, Iowa  
 Smith, W. & T. Co., Geneva, N. Y.  
 Somerset Rose Nurs., New Brunswick, N. J.  
 Stora & Harrison Co., Palmsville, Ohio  
 Vaughan's Seed Store, Chicago, Ill.  
 Westover Nurs., Clayton, Mo.  
 C. E. Wilson & Co., Inc., Manchester, Conn.

**JACKSON & PERKINS CO.**  
 Newark, New York State

**RHODODENDRONS**  
**HEMLOCKS AZALEAS**  
**KALMIA latifolia**  
**ABIES Fraseri**

and other native plants both nursery grown and collected.

Price list mailed on request.

**ANTHONY LAKE NURSERY**  
 Pineola, N. C.

**PEACH PITS**  
**OUR PITS COMPARE FAVORABLY**  
**WITH THE BEST**  
**HOGANSVILLE NURSERIES**  
 Hogansville, Georgia

**PEACH TREES**  
**—YEAR OLD—**  
**SUGAR AND NORWAY MAPLES**  
**PIN OAKS — ILEX CRENATA**  
**GENERAL LINE PRICED TO SELL**  
**The Howard-Hickory Co.**  
 Hickory, N. C.

**SEEDLINGS**  
 Red Oak, Sugar and Red Maple,  
 Paper, Gray, Spice and Yellow Birch,  
 Shrubs and Evergreens  
 Catalogue on request  
**L. E. Williams Nursery Co.**  
 Exeter, N. H.

# Trucking Nursery Stock

*Oklahoma Inspector Describes Enforcement of Law  
In His State to Control Trucking and Peddling*

I noticed an article on "Trucking Nursery Stock" in the February 15 issue of *The American Nurseryman*, which is of great interest to me, being an inspector of Oklahoma and knowing that this has caused more violation of the nursery law than any other one thing. I have spent a great deal of time trying to think of some way to cure this evil, but I am proud to say that we have this problem solved to some extent in Oklahoma. At least, we have curtailed this matter, and perhaps it would be of some interest to your readers to know how this is being handled in Oklahoma.

In the spring of 1935 a new nursery law was passed in Oklahoma, which gave the board of agriculture authority to formulate and adopt certain rules and regulations for the enforcement of the law. We appointed an advisory board consisting of five nurserymen, and after studying this particular matter we formulated a rule and presented the same to the board of agriculture, by which it was duly adopted September 5, 1935. The rule is as follows: "Any person desiring to sell, offer for sale or ship nursery stock to another party for the purpose of resale must before issuance of a license or permit, so to do, furnish to the state board of agriculture a sworn affidavit stating that he will sell, offer for sale or ship only to licensed dealers within this state. The board shall have the authority to revoke the license or permit of any person found guilty of violating this or any other provisions of these rules or regulation."

We know that the peddler or unscrupulous dealer in nursery stock cannot sell the same unless he first obtains it for sale, and the qualified nurserymen are not allowed to sell to him unless he has a license from the department of agriculture of Oklahoma.

To secure the license aforementioned the dealer must meet certain requirements of the law, as follows: He must first file a bond with this department in the amount of \$2,000; he must also file an application to the effect that he desires to qualify to deal in nursery stock; he must specify said qualification and give references as to his honesty and integrity.

The inspector shall examine the bond and application of the would-be dealer, and if the statements made therein are found to be true and correct, a license is issued by this department; otherwise, his bond and money are returned and no certificate is issued.

The last Oklahoma legislature also passed what is known as the port of entry bill, whereby all trucks crossing the state line into Oklahoma must stop and have their loads checked by a man there for that purpose. If nursery stock is found, a report is immediately filed with my office, stating the kind of stock, to whom it is going and from whom it was obtained. We then check our records, and if the party receiving said shipment is not licensed with the department, due action is taken. We also have the same connection with express and freight shipments.

Therefore, you see that we have authority to issue licenses, and we try to see that they are only issued to reliable persons. No one has permission to sell to another person at wholesale or for resale unless the party of the second part has a license, and should nursery stock be trucked across the state line, we receive the information, in most cases by the time the stock arrives at its destination.

We have had a few violations of this law, and I believe, without exception, each case has been dealt with satisfactorily. Just a few days ago a violation was caught by one of the port of entry men at the state line on a certain Thursday night, and the following Saturday morning we had the party in our office and obtained complete qualification with the law.

The Oklahoma law exempts no stock from inspection. If a person wishes to sell native stock, he must first qualify as a nurseryman or dealer and obtain the necessary license, after which he will then assemble at his designated sales yard or nursery the stock he wishes to sell, offer for sale or deliver. Before any such stock may be sold, it shall be the mandatory duty of said person to have the stock inspected by the state nursery inspector or his deputies and said stock must be approved by the inspector or his deputies and proper certificate of inspection attached thereto.

We have provided tags to be used on such occasions, and one is attached by the inspector or deputy to each individual tree at the time of inspection, and, therefore, the customer can see that the tree or shrub has been approved by the state board of agriculture. In no cases do we go into the woods to make inspection nor give a certificate for any certain area.

R. E. Montgomery,  
State Nursery Inspector.

Up-to-date information  
on germinating

## TREE & SHRUB SEEDS

Dr. L. C. Chadwick's articles on "Improved Practices in Propagation by Seed," reprinted from *The American Nurseryman*.

Price 25c (postpaid)

### HERBST BROTHERS

92 Warren St. New York, N. Y.

Write for free Tree and Shrub Seed Catalogue containing flower and vegetable seeds attractively priced.



We are long on  
Peach - Cherry - Shrubs  
and Evergreens

Write for low prices

Maloney Bros. Nursery Co.  
Danville N. Y.

## AMERICAN NURSERYMAN

### COMING EVENTS.

The National Mail-Order Nurserymen's Association will have its next bimonthly meeting at the nursery of the R. M. Kellogg Co., Three Rivers, Mich., March 20.

The summer meeting of the American Rose Society will be held at Des Moines, Ia., June 29 and 30.

### MOVE YODATH HEADQUARTERS.

Headquarters of the Joseph P. Youdath Nurseries, specializing in perennials, have been moved from Painesville, O., to Detroit, Mich., where twenty-five acres have been purchased by Joseph Youdath, to be planted to nursery stock. The Detroit establishment, started last year, will provide an enlarged retail outlet for the firm, while the Painesville nursery will be continued, also. All correspondence should be directed to the Detroit office, 17411 Grand River avenue.

### MADE-TO-ORDER TREES.

(Concluded from page 17.)

Regardless of how low a price the nurseryman places on his trees, orchardists in general always seem to feel that he is getting too much and they endeavor to beat him down in price. This is not a pleasant situation from the nurseryman's standpoint and possibly is due partly to his own shortcomings, the orchardists being encouraged in their belief by being given consistently lower prices than those quoted in the catalogue from time to time.

I believe that the real problem is the orchardists, because I think most nurserymen are ready and willing to try to give the orchardist the type of tree he really wants when he knows what he wants and when he is willing to place special orders in sufficient time for those trees to be properly prepared and grown, with a guarantee that the order will be accepted after the trees are grown to completion, just the same as buyers would have to take machinery which is ordered and constructed especially for them by the manufacturer.

Homer Kemp,  
Bountiful Ridge Nurseries,  
Princess Anne, Md.



More Than  
100 Nurseries  
are tying  
small nursery stock,  
cut flowers,  
parcel post bundles  
with

FELINS  
BUNCH  
TYERS

ten times  
quicker than  
by hand—  
time is money.

FELINS MILWAUKEE  
WISCONSIN  
2950 N. 14th St.

## LINING-OUT STOCK

Connecticut Valley Grown  
Seedlings - Rooted Cuttings  
Evergreen and Deciduous

Write for List

C. E. WILSON & CO., INC.  
Manchester, Connecticut

S  
N  
141

Ju

15 to 1  
18 to 2  
30 to 3

Ph

18 to 2  
2 to

So  
R. 7,

GENE

Spe  
FAIRVIEW

PRIV

S  
W

Milford

EVER  
Established

HIL

Comple  
Also 1  
Send  
D. H  
EV  
Lat  
Box 402

Canta

Buxus  
Selected  
center; ma  
mens from  
Prices low  
CANTERBURY

**EVERGREEN TREES  
AND SHRUBS**

**Rooted Cuttings  
Lining-out Stock  
Large Assortment of  
Small Balled Stock**

*Write for catalogue*

**SHERWOOD**

**NURSERY COMPANY**

141 S. E. 65th Ave., Portland, Ore.

**Juniperus Squamata  
Meyeri**

	Per 10	Per 100
15 to 18 in. B&B	\$6.00	\$50.00
18 to 24 in. B&B	10.00	75.00
30 to 36 in. B&B	12.50	100.00

**Philadelphus Virginal**

18 to 24 in.	1.00	8.00
2 to 3 ft.	1.25	10.00

**Southside Nurseries**

R. 7, Richmond, Va.

**GENERAL NURSERY STOCK**

**Specimen and Lining-out**

**FAIRVIEW EVERGREEN NURSERIES**

Fairview, Erie Co., Pa.

**PRIVET and BERBERIS  
Splendid Stock**

*Write for Special Quotations*

**LESTER C. LOVETT**

Milford Delaware

**EVERGREENS**

For Seventy years growers  
of Quality Evergreens  
Lining Out Stock a Specialty  
*Trade List Now Ready*

**EVERGREEN NURSERY CO.**

Established 1864 STURGEON BAY, WIS.

**HILL'S EVERGREENS**

Complete assortment of lining out sizes  
Also larger grades for landscaping  
Send for our wholesale catalogue

**D. HILL NURSERY CO.**

**EVERGREEN SPECIALISTS**  
Largest Growers in America  
Box 402 DUNDEE, ILLINOIS

**Canterbury Boxwood**

*Buxus suffruticosa* and *B. sempervirens*.  
Selected uniform plants; bushy and foliated to  
center; masses of fibrous roots. Finished speci-  
mens from 4 inches up, ready for quick shipment.  
Prices lower, plants larger. Ask for special list.  
**CANTERBURY NURSERIES, Inc., Box A, Easton, Md.**

**ROSE REGISTRATIONS.**

Applications for registrations of the  
following new roses have been ap-  
proved by the registration committee  
of the American Rose Society:

**Climbing Margaret McGredy.** Climbing hybrid  
tea. Discovered by the Dixie Rose Nursery,  
Tyler, Tex. It is exactly like the rose, Margaret  
McGredy, except that this is a climber. It is re-  
ported to be a profuse bloomer in May, June, Sep-  
tember, October and November.

**Climbing Texas Centennial.** Climbing hybrid  
tea. Discovered by the Dixie Rose Nursery,  
Tyler, Tex. Has a flower exactly like the dwarf  
form, Texas Centennial, but this is a climbing  
plant. Is reported to be a free bloomer in May,  
June, September, October and November.

**Grace Wayman.** Climbing hybrid tea. Dis-  
covered by Robert Wayman, Bayside, N. Y. Said  
to be a sport of an unknown climbing rose. The  
flowers are described as pink and similar in form  
to Caroline Testout. They are produced singly on  
a 10-foot climbing plant and are free. A profuse  
bloomer in June.

**Climbing Patience.** Climbing hybrid tea. Dis-  
covered by C. S. Shamburger, Winona, Tex. This  
is reported to be a sport of Patience, with flowers  
of scarlet carmine passing to deep orange at the  
base and shading to orange scarlet. Is reported  
as a profuse bloomer on climbing plants of mod-  
erate growth.

**Climbing Bernaix.** Climbing hybrid tea. Dis-  
covered by C. S. Shamburger, Winona, Tex. This  
is a sport of Souvenir d'Alexandre Bernaix. The  
flowers are described as crimson vermillion red.  
They are abundantly produced on vigorous climb-  
ing plants.

**Climbing Ville de Paris.** Climbing hybrid tea.  
Discovered by John A. Armstrong, Ontario, Cal.  
This is described as a sport of the dwarf rose,  
Ville de Paris, with flowers similar to its parent.  
These flowers are produced on a vigorous climb-  
ing plant.

**Climbing Golden Dawn.** Climbing hybrid tea.  
Discovered by John A. Armstrong, Ontario, Cal.  
Described as a sport of Golden Dawn, with flow-  
ers like the parent. These flowers are abundantly  
produced on vigorous climbing plants.

**Climbing Hinrich Gaede.** Climbing hybrid tea.  
A sport of Hinrich Gaede, discovered by John A.  
Armstrong, Ontario, Cal. It is described as hav-  
ing flowers similar to its parent. These flowers  
are produced abundantly on a vigorous climbing  
plant, which blooms continuously in California  
from May to November.

**Climbing Souvenir de Mme. C. Chabard.**  
Climbing hybrid tea. A sport of Souvenir de Mme.  
C. Chabard, discovered by John A. Armstrong,  
Ontario, Cal. Is reported as having flowers simi-  
lar to its parent. It differs only in the fact that  
this is a climber, with a plant of more than  
average vigor.

**Ben Arthur Davis.** Hybrid tea. This is a  
change of name of the hybrid tea rose, General  
Robert E. Lee, which was registered by J. A.  
Bostick, Tyler, Tex. Mr. Bostick simply wishes  
to change the name of this rose.

**Sylvia Groen.** Hybrid tea. This is a sport of  
President Herbert Hoover, discovered by C. J.  
Groen, Montebello, Cal. The flowers are de-  
scribed as coral rose and softer, as five inches  
in diameter, as having thirty petals and as free.  
They are produced singly on vigorous plants with  
normal green foliage.

**Summer Snow.** Climbing polyantha. Originated  
by A. Couteau, Orleans, France. To be introduced  
by the Jackson & Perkins Co., Newark, N. Y.,  
in 1936. It is described as being of the type of  
Tausendschoen, with medium-cupped flowers borne  
several together on medium-length stems. The  
flowers are semidouble and are slightly fragrant.  
The color is snow-white, with a faint blush when  
first open in cool weather. It is reported to be  
a seedling of Tausendschoen. The plant is de-  
scribed as a medium-size pillar, blooming in June,  
July, September and October. Excellent in the  
fall.

**Emberglow.** Hybrid tea. A sport of Souvenir,  
discovered by N. Grillo, Milldale, Conn. It is  
described as being similar to Talisman, except  
that the color is amber. It is three to four inches  
in diameter, with fifty or more petals. Is free  
and blooms singly on long stems. Habit of the  
plant is described as upright, with normal green,  
medium-size foliage. Blooms continuously.

R. Marion Hatton, Sec'y.

**PATENT NEW ROSE.**

According to Rummel, Rummel &  
Woodworth, patent lawyers of Chicago,  
the following new plant patent was  
issued February 25:

No. 167. Rose. William Spandikow, Jr., May-  
wood, Ill., assignor to William Spandikow &  
Sons, Maywood, Ill., a copartnership composed of  
William Spandikow, Sr.; William Spandikow, Jr.,  
and Elmer A. Spandikow. A variety of rose  
characterized by the new and novel markings of its  
bloom of rose madder (alizarin), being spotted and  
striped radially from the base of each petal  
with madder lake and pink madder, its long,  
stiff and practically thornless stems, its superior  
shipping qualities, its vigor and its resistance to  
disease.

30,000 **CHERRY**, Montmorency and  
Early Richmond, 2-year, XX  
and 1 1/2 inch.  
5,000 **SPIRÆA**, Vanhouttei, 3 to 4 feet  
and 4 to 5 feet.  
25,000 **ELMS**, American, Vase and Mo-  
line, transplanted, up to 4  
inches.  
10,000 **MAPLE**, Norway, transplanted,  
up to 2 1/2 inches.  
3,000 **ARBOR-VITÆ**, Pyramidalis, up  
to 8 feet.  
400 **FINE**, Mughes, from 2 to 4 feet.  
1,000 **SPRUCE**, Norway, sheared, none  
better, 3 to 5 feet.  
600 **JUNIPER**, Pfitzer's, 5 to 8 feet  
spread, beautiful.  
3,000 **ARBOR-VITÆ**, American, and  
**RETINOSPORA**, 4 to 7 feet.  
Send for list on many other items.

**C. M. HOBBS & SONS, Inc.**

Bridgeport, Indiana

Largest Nursery in Indiana. Established 1875.

**A. McGILL & SON  
FAIRVIEW, OREGON**

*Wholesale Only*

Our usual line of quality nursery  
stock, including Shade and Flower-  
ing Ornamental Trees and Spec-  
ialties, Fruit Tree Seedlings and  
Roses.

**Grown Right and Packed Right**

*A card will bring our list of items  
that will make you some money.*

**Milton Nursery Co.**

Milton, Oregon

Maple, in assortment for Parks, Ceme-  
teries, Subdivisions and Landscape  
Work. Birch in variety. Hawthorn and  
other Ornamental and Shade Trees.

Seedlings, Fruit and Shade Trees, in  
assortment.

Ample and Complete Stocks.

Car lot shipments at reasonable freight rates.

**OREGON-GROWN  
ROSEBUSHES**

Send for List

**PETERSON & DERING, Inc.**

Wholesale Rose Growers  
SCAPPOOSE, OREGON

**C. R. BURR & CO., INC.**

MANCHESTER, CONN.

**HEAVY SURPLUS ON SOME ITEMS**

**Write for Low Prices**

**Princeton Nurseries  
of PRINCETON, N. J.**

**SUPERIOR**

**Hardy Ornamentals**

# Northern New Jersey

*Annual Banquet and Day at State College  
Held by Active Metropolitan Association*

## NEW JERSEY DINNER.

The first annual banquet of the North Jersey Metropolitan Association of Nurserymen was held Wednesday evening, February 26, in the new rathskeller of Orchard Rest, Valley road, Clifton, N. J. Vice-president C. A. Kievit introduced the president, Charles Hess, who was toastmaster for the evening.

A telegram of regret at being unable to attend was received from Col. E. Phillips, president of the New Jersey Association of Nurserymen.

Harold E. Wettyn, Passaic county agricultural agent, was one of the chief speakers. He reminded the members of the progress made in the brief term of the organization's existence.

William Halliey, Clifton, secretary, reported a year of great activity. Friendship among the members of the trade was one of the main benefits mentioned. The improved trade spirit has been apparent in the way the members have responded in putting over co-operative projects.

One of the first collective enterprises was the work of a committee, headed by Maarten Snel, Hackensack, in assembling and listing spring catalogue material for the entire association. An association emblem was developed by a committee under Paul Hoverman, Ridgewood, and this identification is now proudly displayed on trucks and buildings by members.

Co-operative buying of peat moss, bur-lap, labels and other materials has been made possible. At meetings, the question box feature and numerous speakers have been valuable. Under Robert Waidmann, the entertainment committee has promoted good fellowship. The planting committee, directed by C. A. Kievit, Hawthorne, has established permanent landscape displays in both Passaic and Bergen counties. Other accomplishments of this committee included the better housing program activities, in which a model home was landscaped and a prize-winning float was constructed.

Interesting, too, were the summer tours of inspection to the establishments of the members. Under Carl Schmidt, a monthly letter has been developed for advising nurserymen's clients throughout the year how to care for planted stock and how and where to plant. Achieved, also, was the formation of a co-operative marketing organization through a committee headed by Charles Hess, Mountain View; this organization is now a separate corporation.

President Hess then thanked the committees for their work and spoke further of the sponsoring of the nurserymen's co-operative in Paterson, the fourth farmers' co-operative association in this area. Director G. Grootendorst and Paul Hoverman traced the history and development of this organization.

Maarten Snel said he envied the younger men in the organization their opportunity of working together under the experience of the older members.

A report was made of the recent visit to the state agricultural college at New Brunswick, in which thirty members of the organization participated.

Dr. Clyde C. Hamilton, state entomologist, of Rutgers University, told of his newest government bulletin, which lists about 260 nursery pests; this bulletin should be of interest and help to growers in New Jersey.

Other speakers included Dr. R. E. Harmon, Dr. Richard White and Benjamin C. Blackburn, all of Rutgers University.

## JERSEY GROUP AT COLLEGE.

A profitable day was spent at the New Jersey State Agricultural College and experiment station, New Brunswick, February 25 by about thirty members of the North Jersey Metropolitan Association of Nurserymen. The program was arranged for the group through County Agent H. E. Wettyn and Prof. Richard Farnham and Benjamin C. Blackburn, of the college staff.

With their county agents, groups from Bergen, Passaic and Essex coun-

ties arrived at the college farm greenhouses for registration about 10 a. m. Professor Farnham and John Perry then guided the party on an inspection of the research work being carried on. At noon, the nurserymen were the luncheon guests of the Hortus Club, composed of students in landscaping at the college. Weil Feigebert, president of the group, welcomed the visitors to the campus.

F. G. Helyar, of the college, congratulated the association on its first anniversary. He then stated that he believed it would be possible to offer an advanced nurserymen's course through the community short course service.

To begin the afternoon program, Donald Goff, of the staff, conducted a soil-testing demonstration, using soil samples that had been brought by the members. Next, the plant physiology greenhouses were inspected.

Assembling at the Dairy building auditorium, the nurserymen then heard a lecture by Dr. Victor A. Tiedjens, of the college, on "The Effect of Nutrient Deficiencies on Woody Plants." Dr. R. P. White, of the staff, spoke on "Nursery Disease Notes." Benjamin C. Blackburn concluded the program with a discussion of "New Nursery Plants."

William Halliey, Sec'y.

THE Blanding Nurseries, Santa Ana, Cal., have won a contract for the landscaping of the grounds about the new post office at Huntington Beach, Cal.

## STRAWBERRY PLANTS

All leading Standard and Everbearing varieties, including most popular of all, **DORSETT** and **FAIRFAX**.

We are one of the largest growers and shippers of good Strawberry plants in the country. Get in touch with us if in the market for a hundred plants or millions of them. We have the plants, the organization and facilities to handle your orders promptly. **Ask for wholesale price list.**

When writing for wholesale prices please use printed stationery or enclose business card. We do not mail our wholesale price list to those not in the trade.

## BUNTINGS' NURSERIES, INC.

Selbyville, Delaware

### Certified Raspberry Plants

**200,000 NEWBURGH  
25,000 EARLY JUNE**

Latham, Chief, Herbert, Cuthbert, Vikings,  
St. Regis, Columbian, etc.

Quality stock. Attractively priced.

**BERT BAKER, Hoosick Falls, N. Y.**

### Small Fruit Plants

**Evergreens — Shrubs  
Lining-out Stock**

*Sent for Complete Trade List*

**SCARFF'S NURSERIES**

New Carlisle, O.

### Raspberries, Blackberries Grapevines, Strawberries

**General Line of Small Fruit Plants**

*Trade list sent upon request*

**Rambo's Wholesale Nurseries**

Bridgman, Mich.

### New land—Heavy-rooted STRAWBERRY PLANTS

Mastodon, Gem Everbearers—Cumberland Black Raspberry Tips—King Red Raspberry Sucker Plants—Eldorado Sucker Plants.

*Wholesale Prices.*

**WESTHAUSER NURSERIES, Box W, Sawyer, Mich.**

### Latham and Chief RASPBERRIES

"Mosaic-Free" Plants - Good Roots

**ANDREWS NURSERY**

Faribault

Minn.

### WAYZATA

**Everbearing Strawberry**

Attention, nurserymen! Write for my wholesale prices on certified Wayzata plant stock. Place your order early, as I have only a limited amount of these plants to offer at wholesale prices.

**FRED W. BRADEN, Wayzata, Minn.**

## CATALOGUES RECEIVED.

[In writing for a copy of any of the catalogues reviewed below, please mention that you saw it described in The American Nurseryman.]

**Matthews-Eggert Nursery**, Twin Lakes, Mich.—Wholesale price list of seedlings in more than a dozen nursery items, including spruces, arbutus, maples, dogwood, black cherry and Russian olive. There are notes on seed sources, and the list tells where the firm's seeds were secured. In addition to the printed offers, mention is made of a number of other varieties in 1-year-old evergreens. **Erne H. Matthews and Kyle A. Eggert** are the proprietors of this establishment.

**A. J. Greene, Pineola, N. C.**—Wholesale trade list of hardy native plants, including perennials, ferns and shrubs. The perennial selection is particularly large. Both seedlings and collected stock are represented. Careful quantities of some broad-leaved evergreens are mentioned, as are seeds of many of the items.

**J. V. Bailey Nurseries**, St. Paul, Minn.—Retail nursery catalogue, well illustrated and clearly printed, with several pages and the cover in colors. The foreword mentions the establishment of an evergreen sales yard at the nursery. Flowering shrubs and fruit items are especially well represented.

**Bristol Nurseries, Inc.**, Bristol, Conn.—Retail catalogue of garden novelties, attractively prepared and clearly printed, with emphasis given to modern strains. First place is given to the hybrid Korean type mums and other improved types of these flowers, after which come such specialties as anemones, dwarf hybrid asters, lilies, hardy phloxes and hemerocallis. Besides a large perennial section, there is a splendid group of rock garden favorites.

**Earl Ferris Nursery**, Hampton, Ia.—Described as a planting guide, this catalogue is interesting and unique in many phases. There are tabular data on shrubs and their uses, specific landscaping plans for many different types of plantings, a guide to perennial selection and a vast quantity of cultural notes to supplement the extensive and up-to-date varietal listings in all nursery lines.

**D. Hill Nursery Co.**, Dundee, Ill.—Special trade list, offering lining-out evergreens and deciduous stock, also lilac grafts in about twenty different varieties.

**Shenandoah Nurseries**, Shenandoah, Ia.—Flyer offering to the trade fruit tree seedlings and apple, pear and plum scions ready for prompt shipment.

**L. E. Williams' Nursery Co.**, Exeter, N. H.—Descriptive catalogue of hardy native plants, evergreens and shrubs. Hardy orchids, ferns and lilies and hybrid lilies are listed in addition to the more usual lines.

**Ferdale Nursery**, Askov, Minn.—1936 wholesale trade list, offering Minnesota-grown evergreens, evergreens from rooted cuttings, hardy ferns, native plants, perennials and a group of tree seeds and seedlings.

**Dingee & Conard Co.**, West Grove, Pa.—"New Guide to Rose Culture," in which most of the thirty-two pages are devoted to roses, including a group of field-grown stock that must be ordered before May 1 and a more extensive selection of the firm's own-root stock in pots.

**Westminster Nursery**, Westminster, Md.—A pleasing retail catalogue, describing a broad selection of "nursery stock of distinction," being illustrated to advantage and containing much helpful information on home planting. The main sections include trees and shrubs, evergreens, vines, perennials and fruits. **J. E. Stoner**, proprietor, greets patrons in a foreword.

**Rhode Island Nurseries**, Newport, R. I.—Wholesale price list, issued by **B. J. Vanicek**, covering evergreens, roses and deciduous shrubs in the usual sizes, also a number of evergreens in lining-out grades.

**Monroe Nursery**, Monroe, Mich.—Spring trade list of the **I. E. Igenfrits' Sons Co.**, covering general nursery stock, including shrubs, evergreens, roses, perennials and fruit stock.

**Rockmont Nursery**, Boulder, Colo.—New and noteworthy plants offered by **D. M. Andrews**, representing many choice plants for the average American garden, including both old and new items. Particular attention is called to the selections for the dry, sunny rock garden. A list of hardy garden phloxes is notable. Many types are included in the group of new and noteworthy shrubs. Other specialties are lilies, Colorado wild flowers and hardy cacti.

**Evergreen Nursery Co.**, Sturgeon Bay, Wis.—Wholesale price list of lining-out evergreens, evergreen grafts, lining-out deciduous stock and specimen evergreens and ornamental shrubs. A special offer on Colorado blue spruce is made.

**La Positas Nursery**, Santa Barbara, Cal.—The firm's third illustrated descriptive folder of scarce and little known bulbous plants from all parts of the world. There are additions to previous offers, and some items are said to be in small supply, necessitating early ordering. Included among many others are habanias, brodiaeas, named lachnocalis, *Milla biflora*, *morrea* and *tritonella* hybrids.

**Buntings' Nurseries, Inc.**, Selbyville, Del.—Wholesale price list of a complete line of nursery stock. Included are fruit tree buds and grafts, strawberries—a specialty with the firm for more than thirty years—shade and ornamental trees, roses, evergreens and cannas. A special list of planting stock includes a large selection of azaleas. An extremely large stock of perennial plants is mentioned.

# ROTOTOX

## The Penetrol Spray

Made with

## ROTENONE and PYRETHRUM

The safest spray you can use is ROTOTOX, recognized by leading authorities as the best insecticide for the garden, vegetables, fruit, trees, gladiolus thrips, etc. Both a stomach poison and a contact spray. 90% active. Non-injurious to plants, fruit, etc. (Fruit and vegetables may be eaten with perfect safety 24 hours after spraying with ROTOTOX.)

ROTOTOX is economical. One gallon makes 192 to 960 gallons of finished spray.

**Mr. Frank M. Richard, Jr., Fort Collins, Colo., writes about ROTOTOX as follows:**

"I have found a spray that will apparently control the gray blister beetle that infests Honey Locust seedlings. In past years they were so bad over so large an area that hand-picking was impractical and I decided might as well take a chance on burning the seedlings with a powerful spray as to let the bugs eat 'em all. Used ROTOTOX at 1-200 and got 100% control with one spraying, and no burning either. Sprayed on a cloudy day."

ROTOTOX is sold only direct, terms cash, at the following postpaid prices: 1 oz., 35¢; 8 oz., Home Garden Size, \$1.00; 1 pt., \$1.75; 1 qt., \$3.00; 1 gal., \$10.00. Special quotations on larger quantities.

Our new booklet, "What to do about Gladiolus Thrips," an authoritative treatise including over 50 treatments from growers and gladiolus enthusiasts, postpaid for 25 cents, stamps or coin. Complete literature, order blank, etc., free upon written request.

## THE ROTOTOX COMPANY

81-14 Yale Street

East Williston, L. I., N. Y.

ROTOTOX

## Greatest Little Tractor on Earth!

The  
GRAVELLY  
TRACTOR-MOWER

Plows  
Harrows  
Seeds  
Cultivates  
Mows

Works where others can't—  
Does what others won't!

### "PENNY WISE--POUND FOOLISH"

"I only paid \$150.00 for my garden tractor." Yet, three months later he was willing to sell that same machine for \$20.00! You would be surprised at the number of actual cases like the above. If buyers could only see the folly of getting tractors, so-called "built to sell at a price" . . . and not stand up and do the work.

For 15 years we have offered the GRAVELLY Tractor. Built of quality material and priced reasonably. May we tell you more about this machine? Drop us a card for Free Catalogue.

**Gravelly Motor Plow & Cult. Co.**

Box 667

Dunbar, W. Va.

WRITE TODAY FOR FREE CATALOG

**Cronamere Alpine Nurseries, Inc.**, Greens Farms, Conn.—A catalogue that provides an extraordinary listing of acclimatized rock and alpine plants. The booklet makes a splendid reference work, not only because of its complete varietal lists, but also because of its countless fine illustrations of choice subjects growing in the firm's gardens. Special attention is called to a suggested list for continuous bloom in the rock garden and to the large group of North American plants.

**Harbat Bros.**, New York.—Price list of tree, flower and shrub seeds for the nursery. Especially well represented are the firs, spruces and pines, also species roses, prunus, rhododendrons and azaleas. A folder gives tabular data on growing tree seeds. The firm calls special attention to Manetti, the remainder of a small stock of malus, prunus and pyrus seeds and domestic Nelumbo lutea. Some rare tree books are offered for sale.

**J. V. Edlund**, White Bear Lake, Minn.—Illustrated descriptive circular of dahlias, gladioli, peonies, irises and French lilies. Besides the ex-

tensive varietal listings there are cultural notes. Additional catalogue features are montbretias, Wayzata strawberries and delphiniums.

**Rocknoll Nursery**, Foster, O.—An illustrated retail catalogue, listing hardy plants, annual plants, flower seeds, roses, shrubs and bulbs. Novelties are well represented in all of the lines, special attention being called to dwarf border asters, new chrysanthemums and dwarf shrubs. An extensive wholesale listing of perennials is inclosed with the retail list.

**C. K. R. Co.**, Cleveland, O.—An illustrated catalogue of hardware specialties, including pruning, hedge and grafting shears and all manner of gardening implements. Each of the lines is represented by a number of different patterns.

**T. Kiyono**, Crichton, Ala.—Wholesale price list describing azaleas, camellias, magnolias and other broad-leaved evergreens, narrow-leaved evergreens, deciduous items and a group of miscellaneous specialties. The double cover spread illustration shows a view of the firm's azalea flat houses.

## OBITUARY.

L. M. Jones.

L. M. Jones, of Jones' Norfolk Nurseries, Diamond Springs, near Norfolk, Va., died Thursday, January 2, after an illness extending over many months.

Mr. Jones was born August 20, 1869, at Wilsons Mills, N. C. He was educated at Bingham Military Academy, after which he took some work in horticulture at Cornell University.

He was connected with the Seaboard Air Line railway for many years and was purchasing agent for the Norfolk & Southern railway for over twenty years, resigning in 1932 to devote his entire attention to his nursery interests.

He entered the nursery business at Smithfield, N. C., in 1901, growing principally fruit trees. In 1922 he moved his business to Norfolk, where he established a large nursery, growing a general line of ornamentals and fruits.

The "Deacon," as he was affectionately known to his host of friends, devoted much of his time and energy to the welfare of the nursery industry. It was principally due to his efforts that the Virginia Nurserymen's Association was established five years ago; he was its first president. For many years he was a prominent member of the Southern Nurserymen's Association, serving as president of this organization in 1934. He was, at all times, interested in the American Association of Nurserymen and had served on many of its important committees.

"Deacon" Jones' pleasing personality, his integrity and his fine character will be missed wherever nurserymen gather. His wonderful sense of humor and his ready wit, together with his sound philosophy, were always appreciated by those with whom he came in contact.

He is survived by his widow, Mrs. Sarah Starbuck Jones, to whom he was married in 1908, and by three daughters, Mrs. E. F. Buggy, Mrs. J. E. Lewis and Miss Margaret Jones, all of Diamond Springs.

## RHODE ISLAND MEETING.

A session of the Rhode Island Nurserymen's Association was conducted in connection with the Rhode Island agricultural conference at Providence, R. I., February 27 to 29.

President Charles H. Groaton introduced to the nursery group as speakers

George C. Clarke, secretary of the Pawtucket chamber of commerce, who spoke on the problems of "Road and City Beautification;" John W. Heuberger, associate forester of the division of forests, parks and parkways of the Rhode Island state department of agriculture, who spoke on "Common Insects and Diseases about Home Grounds and Their Control;" and Mrs. M. M. Starr, Hingham, Mass., who gave an illustrated talk on "Japanese and Chinese Gardens."

## SITUATION WANTED

Trained horticulturalist, age 25; educated and experienced in general nursery management, retail selling, landscape design and execution; desires position with established retail nursery. Address No. 32, c/o American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

## SALESMAN WANTED

To call on Nursery and Florists' Trade. Must be informed. Should have car. Start at once. State age, qualifications, experience and salary. References required. Address No. 30, care of American Nurseryman, 508 S. Dearborn St., Chicago, Ill.

## SALESMAN WANTED

For retail landscape selling. Experience required. Must have good knowledge of Plant Materials and Planting and some knowledge of design. Should have car. Start at once. Salary. State age, experience and full qualifications.

Outpost Nurseries, Inc.  
Ridgefield, Conn.

## FOR SALE

Decided to retire and sell my nursery of 8½ acres (more or less). Best soil under the sun, gently sloping; never any standing water; about two-thirds planted to from 1-in. to 5-in. diam. fine American elms and hardy shrubs and roses. Rest of land plowed and ready to plant almost anything, but best adapted for growing hardy cut flowers for the wholesale trade on account of the excellent shipping facilities to Chicago, St. Louis and Indianapolis, being centrally located. Convenient small house and garage; all city conveniences. Immediate possession. All orders on hand for spring delivery to state highways will be turned over to buyer. Ask for more information if interested. To come and see is best.  
C. Pfund, Lafayette Heights, Mattoon, Ill.

## EXECUTOR'S SALE

On Saturday, March 21, 1936, the undersigned will offer at public sale the entire florist and nursery stock of Geo. W. Jones, deceased, trading as the

## Valdesian Nurseries

consisting of all plants, shrubbery, flowers, greenhouse flowers and plants, and all nursery stock now located on the premises at Bostic, N. C.

Miscellaneous, feed, live stock, farm equipment and other personal property will also be offered for sale. The right is reserved to reject any or all bids.  
For further information address

S. N. BOYCE, Executor  
Gastonia, N. C.

INDEX  
TO  
ADVERTISERS

American Forestry Co.	16
Andrews Nursery	20
Anthony Lake Nursery	17
Baker, Bert	20
Barr Nurseries, B. F.	14
Bobbink & Atkins	13
Braden, Fred W.	20
Bristol Nurseries, Inc.	13
Buntings' Nurseries, Inc.	20
Burr & Co., C. R.	19
Canterbury Nurseries	19
Carpenter & Co., Geo. B.	23
Chase Bag Co.	23
Chase Co., Benjamin	23
Clarke & Co., W. B.	17
Cottage Gardens	16
Evergreen Nursery Co.	19
Fairview Evergreen Nurseries	19
Felins	18
Gravely Motor Plow	21
Grootendorst, A. M.	16
Herbst Bros.	18
Hill Nursery Co., D.	19
Hilltop Nurseries	15
Hobbs & Sons, C. M.	19
Hogansville Nurseries	17
Home Nursery	17
Howard-Hickory Co.	17
Jackson & Perkins Co.	17
Jewell Nursery Co.	15
Leonard & Son, A. M.	22
Lissadell	22
Lovett, Lester C.	19
Maloney Bros. Nursery Co.	18
McFarland Publicity Service	23
McGill & Son, A.	19
McHutchison & Co.	23
Milton Nursery Co.	19
Mount Arbor Nurseries	17
New Amsterdam Import & Supply Co.	23
Pearce, Rex D.	16
Peterson & Dering, Inc.	19
Princeton Nurseries	19
Process Color Printing Co.	24
Rambo's Wholesale Nurseries	20
Revolute Corp.	24
Riegel Plant Co.	22
Rototox Co.	21
Scarff's Nurseries	20
Shenandoah Nurs.	12
Shenwood Nursery Co.	19
Southside Nurseries	19
Storrs & Harrison Co.	11
Tobacco By-Products & Chem. Co.	24
Toole, W. A.	16
Washington Nurseries	14-17
Waynesboro Nurseries, Inc.	24
Westhauser Nurseries	20
Westminster Nursery	17
Wickliffe, Ray	22
Wiener Nursery	22
Williams Nursery Co., L. E.	16-17
Wilson & Co., Inc., C. E.	18

## CLASSIFIED ADVERTISING

Evergreen liners, Perennials for sale or exchange. Stock wanted on consignment basis. Wiener Nursery, Sauk Center, Minn.

Osage Orange Hedge Seed, my specialty. Could use limited amount good Kansas Alfalfa seed in trade, 3 or 4 lbs. alfalfa for 1 lb. of hedge.

Ray Wickliffe, Seneca, Kan.

The Lissadell list of 1935 harvested alpine and herbaceous seeds has now been posted to customers. Further copies are available for those who write.

Manager, Lissadell, Sligo, Irish Free State.

Nursery Tools. Leonard Full-strapped Spades, Kunde Knives and Shears, Budding and Grafting Supplies. Free 80-page wholesale catalogue illustrates 600 tools.

A. M. Leonard & Son, Piqua, Ohio.

Phlox Subulata, or Thrift, a great seller. Hardy, field-grown, rooted, lining-out divisions, excellent stock. Rosea, Lilacina, Merheimil (carmine pink) and White, \$1.35 per 100, postpaid; \$6.00 per 1000, express collect. 250 at 1000 rate. Extra-strong, field-grown clumps of the above varieties at \$4.00 per 100; 25 at 100 rate. Satisfaction guaranteed.  
Riegel Plant Co., Experiment, Ga.

## Hardy Garden Lilies

Sound up-to-size bulbs for Spring planting. These are the leaders. Case lots only.

RUBRUM MAGNIFICUM		Per case
8 to 9-in.	200 per case	\$13.50
9 to 11-in.	150 per case	14.00
11 to 13-in.	90 per case	14.00

AURATUM		Per case
8 to 9-in.	200 per case	\$13.50
9 to 11-in.	150 per case	14.00
11 to 13-in.	90 per case	14.50

AUR. PLATYPHYLLUM		Per case
8 to 9-in.	200 per case	\$18.50
11 to 13-in.	90 per case	18.50

ALBUM		Per case
7 to 9-in.	220 per case	\$16.50

TIGRINUM		Per case
Single, 8 to 9-in.	200 per case	\$14.00
Single, 9 to 11-in.	150 per case	14.00
Double, 8 to 9-in.	200 per case	16.25

### BABY CASES

100 BULBS, 8 to 9-INCH

	Per case
Rubrum Magnificum	\$8.25
Auratum	8.00
Aur. Platypodium	10.50
Album	9.00
Tigrinum (Single)	8.50
Tigrinum (Double)	10.00

### REGALE

Grade	Single-crowned	100	1000
8 to 9-in. circum.	\$3.50	\$50.00	
7 to 8-in. circum.	9.00	85.00	
8 to 9-in. circum.	12.50	115.00	
9 to 10-in. circum.	17.00	162.50	
10 to 11-in. circum.	25.00	245.00	
11 to 12-in. circum.	40.00	390.00	
12-in. and up	50.00	450.00	

### GLADIOLI

Best garden varieties. Large bulbs, 1 1/2-in. and up, top size, No. 1.

### BURLAP SQUARES

For Balling Evergreens

New Dutch Burlap, reinforced natural loom self-edges—not "patent" self-edges that pull out. 8 sizes: 14-in. to 40-in.; in bales of 500. Prices low.

### CHINESE TONKIN CANES

Make crooked trees straight. For staking Dahlias, etc. Extra heavy and medium weight. Bale lots in 9 sizes from 3 to 10 ft.

### RAFFIA

Four best brands of natural—also colored. Bale lots or less.

### GRANULATED PEAT

Finely pulverized horticultural grade in largest bales, 22 bushels up. Carloads or less. Low prices.

**For Service at All Times,  
Write or Wire**

**ASK FOR OUR SPECIAL OFFER ON  
SPECIALTIES FOR NURSERYMEN**

**McHUTCHISON & CO.**

95 Chambers St., New York

## PRINTS, MAPS and FOLIOS PLATE BOOKS

Process Color Printing Co.

701 Searle Bldg., Rochester, N. Y.

# CHASE

## SAXOLIN

# DUPLEX CRINKLED



## Waterproof Kraft

WRITE FOR SAMPLES  
AND PRICES

Into the hands of nurserymen we have placed the reputation, the integrity of the manufacturer of Chase Saxolin Duplex Crinkled Waterproof Kraft.

It is no longer an expedient nor an experiment, uniform quality . . . retains the moisture . . . attractive appearance gives promise of cleanliness to cash and carry customers . . . security in shipping by rail and truck.

Faulty packing has crippled many a promising career in the growth of nursery stock. Safety is always the first consideration, nothing else is so important.

Furnished in all standard widths up to and including 60 inches wide in convenient size rolls of 200 yards, or ready cut sheet sizes which eliminate time and labor during the busy shipping season.

# CHASE BAG CO.

Department of Specialties

CLEVELAND, OHIO

## LABELS FOR NURSERYMEN

THE  
BENJAMIN CHASE  
COMPANY  
DERRY, N. H.

## "PLEASE RECOMMEND—"

Why not come to Twine Headquarters and make sure of getting the RIGHT TWINE for your purpose at the LOWEST COST? Jute, Sisal, Java, Cotton, etc. Send a sample of what you are using, and let us recommend. No obligation.

**FREE!** Ask for folder "Knots the Sailors Use" with 8 pages, 79 pictures. Shows how to tie almost any useful knot. Write today!

**GEO. B. CARPENTER & Co.**

440 N. Wells St.

Chicago

## It's New! Use it to SELL MORE PLANTS

A new folder showing a score of popular Roses and Perennials that every wise gardener wants—and when he wants he buys.

### Make Direct Sales

Your message about these plants and Roses will be a new salesman who brings home the orders.

### Follow Your Catalogue

with a folder that creates a favorable impression. Plenty of room to list important shrubs, evergreens, hedge plants and other landscape needs.

### Write for a Sample

We will send full information by first mail.

**McFarland Publicity Service**

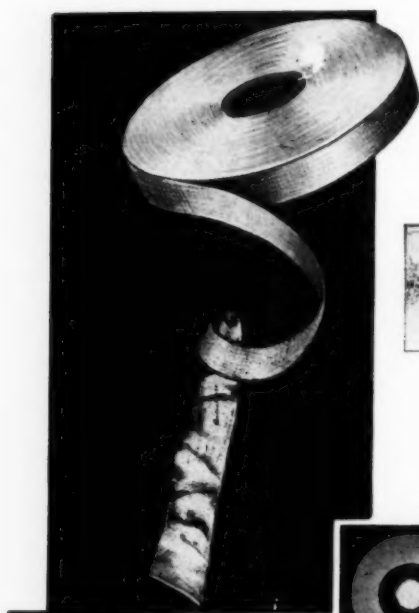
Box 687, Harrisburg, Pa.

### SCOTCH ENGLISH

FINE HORTICULTURAL PEAT MOSS

Superior quality for propagating and plantings.

"HOLLANDIA" BURLAP SQUARES  
Best for balling plants and wrapping shrubs. Labor-saving. A-1 quality—lowest prices. Write for complete list.  
NEW AMSTERDAM IMPORT & SUPPLY CO., INC.  
89 Broad Street, New York, N. Y.

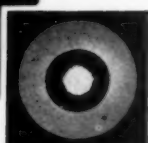


350 to 400 of these air-tight, germ-free wrappings can be made per hour.

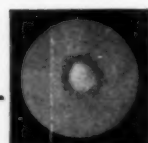
## This antiseptic GERM-KILLING NURSERYMAN'S TAPE

*promotes health in all  
piece-root grafts!*

**PREVENTS  
THIS**



Revolite Anti-septic Nurseryman's Tape.



Ordinary Non-Medicated Nurseryman's Tape.

Photographed discs above show comparative effects on crown gall bacteria. Large test discs contain bacteria; two white dots are tapes; dark area around one tape is region freed from germs.

THE **REVOLITE** CORP.  
A Subsidiary of JOHNSON & JOHNSON  
NEW BRUNSWICK • NEW JERSEY

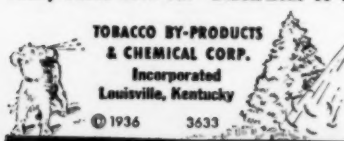
### YOUR CUSTOMERS CAN DETOUR DOGS AROUND THEIR SHRUBBERY



**IF YOU TELL  
THEM ABOUT Black Leaf 40**

And they'll thank you too—for telling them how a little "Black Leaf 40" sprayed on shrubbery and evergreens keeps dogs away. They just don't like the odor.

This friendly advice will be a real service to your customers by helping them to prevent unsightly stains. It's simple and economical. A mixture of 1½ teaspoonfuls of "Black Leaf 40" to 1 gallon of water (use no soap) sprayed on the lower branches does the job. Your customers will also find there are many other uses for "Black Leaf 40".



TOBACCO BY-PRODUCTS  
& CHEMICAL CORP.  
Incorporated  
Louisville, Kentucky

© 1936 3433

## FRUIT TREES

Save money and disappointment by placing your order now. 5 at 10 rate; 30 at 100 rate; 300 at 1000 rate.

### APPLE

1-yr.	Per 10	Per 100	Per 1000	2-yr.	Per 10	Per 100	Per 1000
18 to 24-in.	\$1.25	\$10.00	\$ 80.00	7/16	\$3.50	\$30.00	\$270.00
2 to 3-ft.	1.75	15.00	125.00	9/16	4.00	35.00	300.00
3 to 4-ft.	2.50	20.00	175.00	11/16	4.50	40.00	350.00
4 to 6-ft.	3.00	25.00	225.00				

ONE-YEAR				TWO-YEAR			
Varieties:	18 to 24-in.	2 to 3-ft.	3 to 4-ft.	7/16	9/16	11/16	
Albemarle Pippin	300	500	800	700	1000	500	300
Ben Davis	100	200	100	200	300	200	
Delicious	400	400	500	500			
Lowry	500	600	700	1500	800	1000	500
New Red Delicious	1000	1000	1500	2000	200	200	200
New Red Stayman	500	500	500				
N. W. Greening	100	100	100	100	100		
Paragon	100	100	100	100	100	100	100
Stayman	200	200	200				
Winesap	1000	1000	1000	500	500	500	500
Yellow Delicious	500	500	500	500			
York	500	500	500	500	500	500	500

### PEACH

	Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000
12 to 18 inch.	\$ 3.00	\$ 30.00	\$ 300.00	9/16	\$2.50	\$22.50	\$200.00
18 to 24-inch.	\$1.00	8.00	70.00	11/16	3.00	25.00	220.00
2 to 3-ft.	1.50	12.00	100.00				
3 to 4-ft.	2.00	17.50	150.00				

Varieties:	12 to 18-in.	18 to 24-in.	2 to 3-ft.	3 to 4 ft.	9/16	11/16
Alton	200	300	200	200	200	200
Belle of Ga.	500	100	100	300	300	1000
Carman					300	300
Champion					200	100
Early Rose					100	100
Elberta	5000	2000			2000	10000
Golden Jubilee	1000	1000			200	500
Hale	3000	2000			500	1000
Hiley					300	300
Mayflower					100	200
Red Bird		100	300	500	200	500
Shipper's Red			300	500	700	1000
Slappy				300	300	200
Stump						100

### CHERRY

Varieties:		Per 10	Per 100
Ring	Lambert		
Bik. Tartarian	L. Montmorency	2 to 3-ft. \$2.50	\$20.00
Gov. Wood	Napoleon	3 to 4-ft. 3.50	30.00
		4 to 5-ft. 4.50	40.00

**WAYNESBORO NURSERIES, INC., Waynesboro, Va.**